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THE AMERICAN ELEVATOR AND GRAIN TRADE



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PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XL

431 South Dearborn Street, Chicago, Ill., April 15, 1922

NO. 10

WE ARE **PROGRESSIVE** ENOUGH
TO BE **AGGRESSIVE** FOR YOU

McKENNA & DICKEY
Grain

60 BOARD OF TRADE

For your
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GOUDY MAYFIELD

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Consign Grain and Hay to

MAYFIELD & COMPANY

GRAIN—HAY—STOCKS—BONDS—PROVISIONS

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FEED SYSTEM ENGINEERING

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**Timothy
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Mail Samples for Top Market Bids

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MILWAUKEE, WIS.

THE ILLINOIS SEED CO.
GRASS SEEDS FIELD

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TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-
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McKINNEY & WILSON

GRAIN BROKERS

Produce Exchange Building,
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WHEAT, CORN, RYE, OATS,
BARLEY

We want your offers:

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Track Atlantic Seaboard Ports
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We Are Strictly Brokers

COURTEEN SEED CO.

Specialize in all

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SHIPPERS. Send Samples for Bid.

BUYERS. Ask for samples and prices.

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Chicago, Ill.

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Sidney, Ohio

has just been organized to succeed

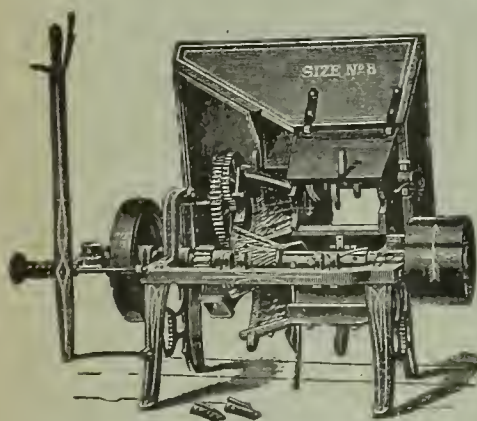
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formerly manufacturing the

SIDNEY LINE OF GRAIN HANDLING MACHINERY

The new company will manufacture the full line of Sidney Shellers and Cleaners, Elevating, Conveying and Power Transmission Machinery and Complete Equipment for Grain Elevators.

The engineering department which the new company will maintain will be at the disposal of the elevator owner without cost or obligation for any assistance the department can give. All those wanting prices on up-to-date machinery for the elevator are requested to send their inquiries and secure prices. A catalog containing the complete SIDNEY LINE will be sent on request.

OFFICERS OF THE COMPANY**WILLIAM JAFFE, President****A. J. HESS, Vice-President and Secretary****J. G. TROESTER, Treasurer and Manager****Make Feed Grinding More Profitable!**

Mill opens like this in six minutes.

Bowsher's "Combination" Mills do this

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

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Sold with or without Sacking Elevator.

The N. P. Bowsher Co., South Bend, Ind.**The "Knickerbocker Cyclone" Dust Collector****For Grain Cleaners****ALL STEEL***Write for Catalog***The Knickerbocker Company****Jackson, Mich.**

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installed at the large plant of the
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Since 1893—28 Years Manufacturers of Scales

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Are the BEST—"SAVE REPAIR BILLS"**

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market.

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Yours truly,
BEAR AND GRUSSING,
Per Otis J. Bear.

Let us extend this service to you

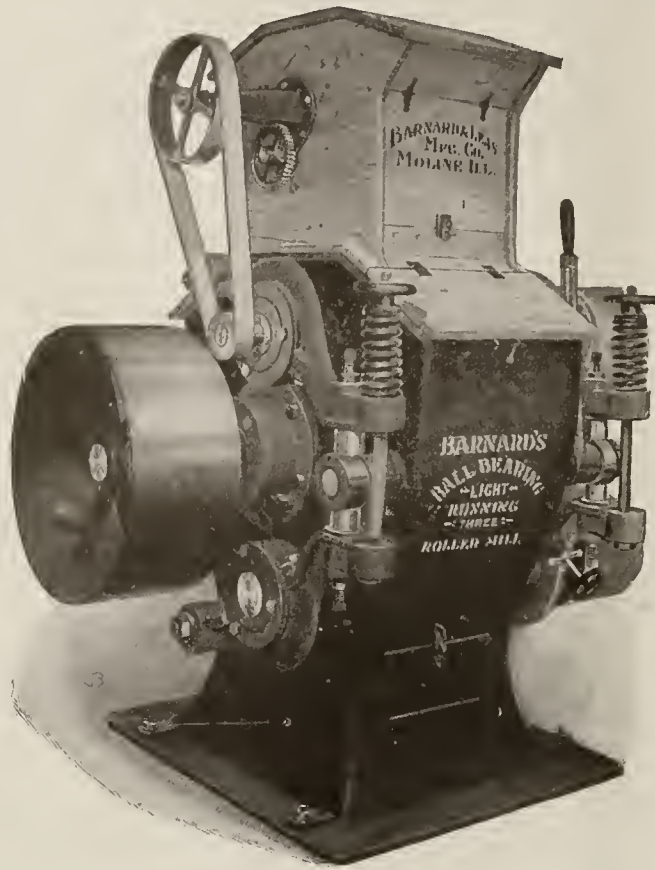
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Especially designed for grinding corn, oats, barley, coarse cornmeal, chop feed, wheat for graham, rye and other small grains.

Does cool, even, granular grinding.

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All adjustments are simple and effective.

Made in three sizes, with either plain babbitted or ball bearings.

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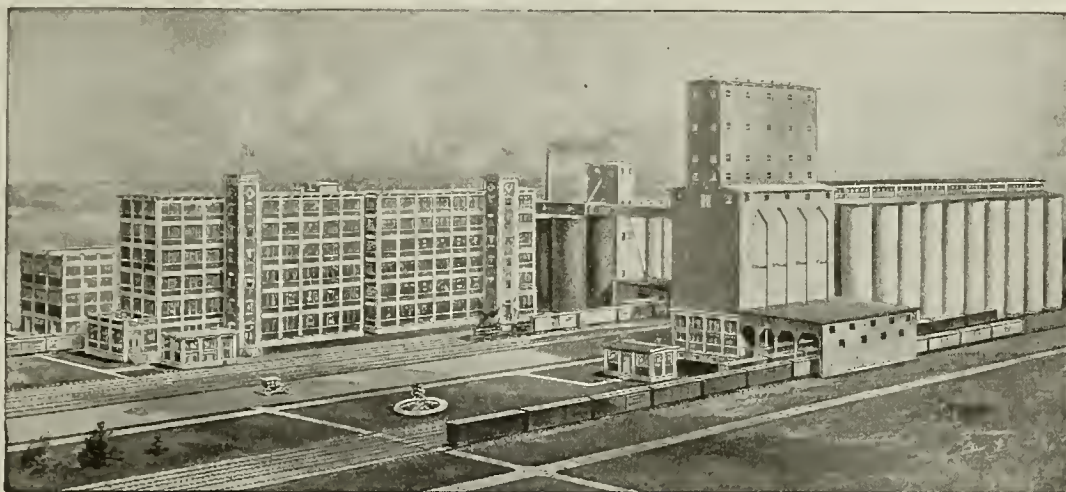
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FOR THE LARGE AND SMALL ELEVATOR AND MILL

Endurance is the Test of Quality

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Equipped With
Weller-Made
Elevating and
Conveying
Machinery

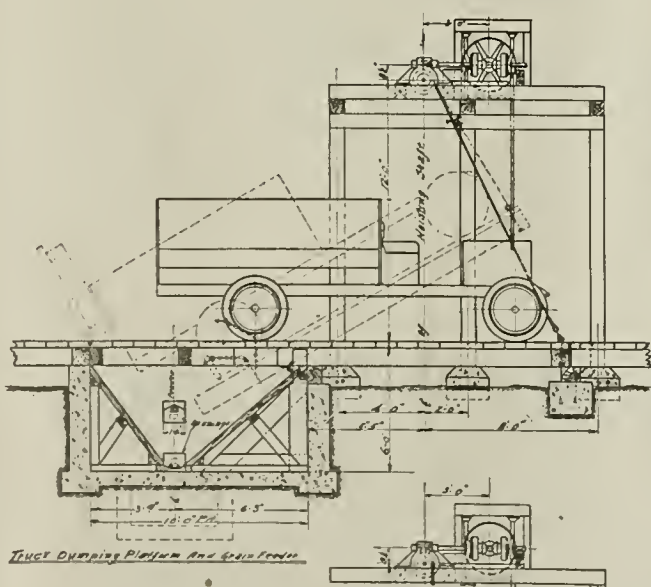
Most of the large and a great number of the small elevators and mills built in the past thirty years are equipped with Weller-Made Machinery—it is a matter of pride with us that many of our customers who, when starting, bought of us, when they were ready to expand specified for equipment made by Weller.

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You are invited to correspond with us about your equipment needs. Our engineering department is able to render most satisfactory service with layouts and suggestions and to carry out your wishes.

Catalogue "M" Grain Elevators—Sent on Request.

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Can be installed in any elevator.

Does not require the services of an expert; anyone familiar with tools and machinery can build the frame and install the lift.

Once erected it requires very little attention.

All the mechanism is overhead in full view of the operator at all times.

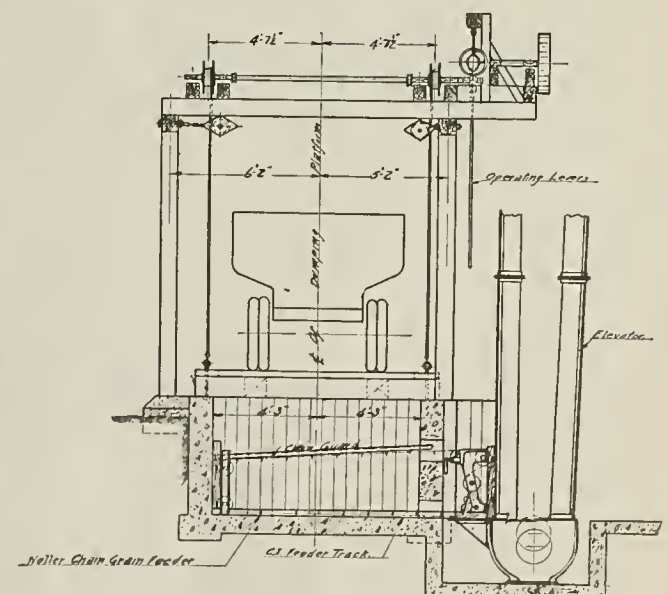
Easily controlled.

Worm gear on hoisting shaft gives positive lock at any point of lift.

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Can be attached to line shafting, operated by motor, gas engine or arranged for hand power.

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Indianapolis is known as the largest inland railroad city in the country and is the natural destination for shipments of grain from Indiana, Illinois, Ohio, Michigan, Wisconsin and states adjoining.

Its geographical location together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South and Southeast.

These splendid railroad facilities assure quick handling of shipments with prompt returns on same.

Indianapolis also takes a natural



The Indianapolis Board of Trade

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This local and foreign demand makes for top prices on all shipments.

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Route your grain and hay to any of the following firms, all devoted to your interests and all members of the

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In the modern grain elevators, Webster Belt Conveyors play an important part in the handling and distribution of grain.

Webster Belt Conveyors are particularly well adapted for grain elevator service, as they deliver the grain steadily, continuously and in uniform quantities.

Trippers are used in connection with belt conveyors for discharging grain into storage bins, and can be moved to any point along the travel of the belt. They are built in hand propelled, self propelled and self reversing type.

Let our engineers who have had years of successful experience in designing of grain elevator equipment offer suggestions for the most economical and satisfactory methods for solving your problems.

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THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal"
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Has reconsignment and
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Home of the Cincinnati Grain
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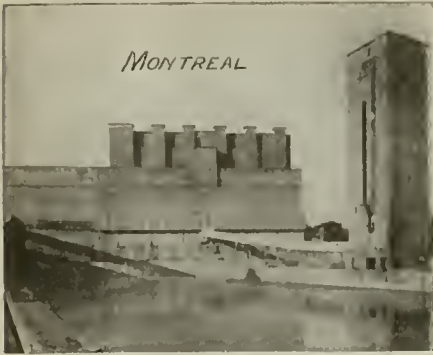
Is the terminal point for
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and therefore a convenient
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Has weighing and inspec-
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and up-to-date grain and
hay merchants constantly
safeguarding their patrons'
interests.

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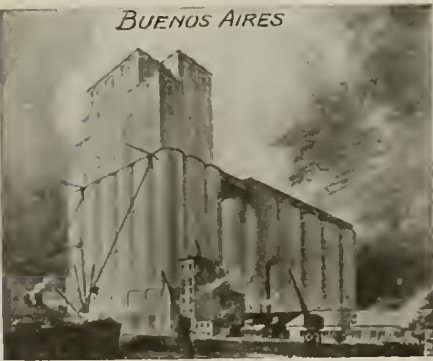
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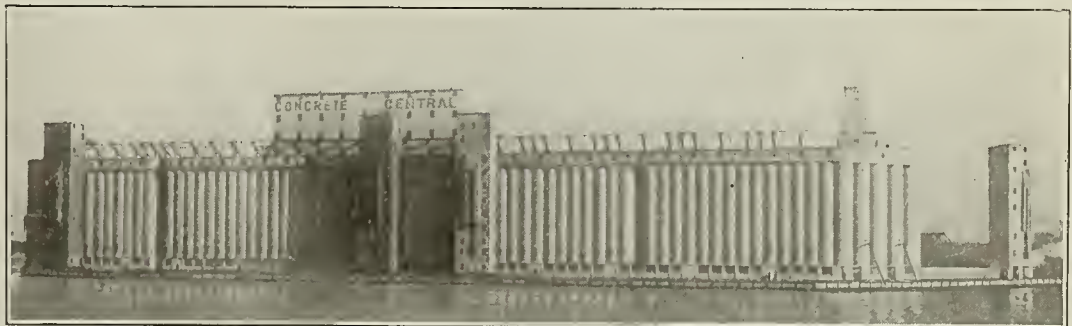


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Built Elevators
Assure You
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Designers and Builders of

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Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

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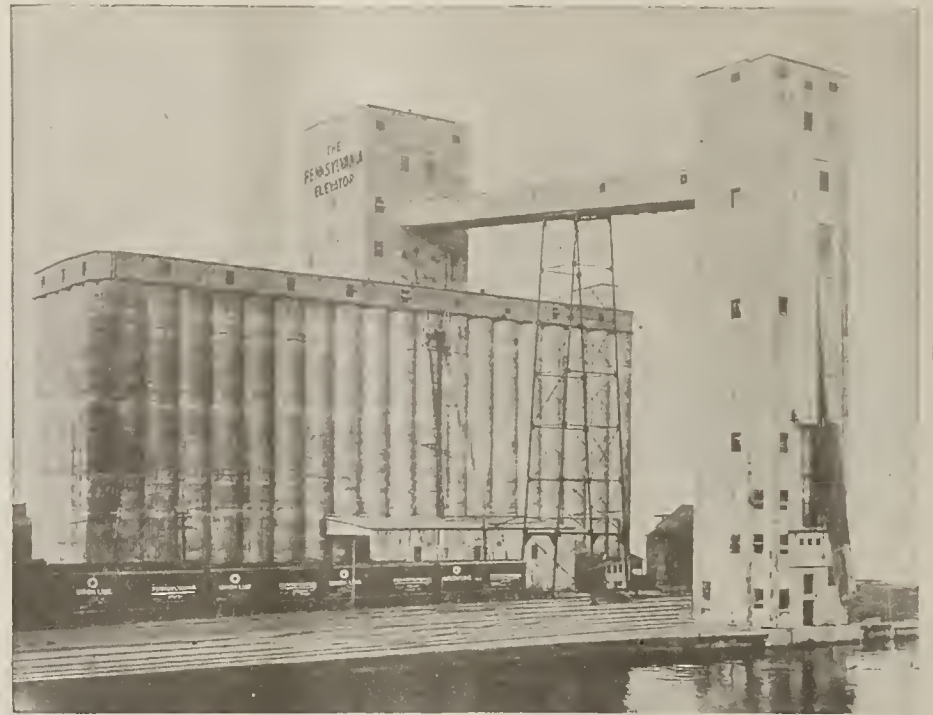


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Tower. Reinforced Concrete. Latest improvements. Write us for
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MEMPHIS, TENN., PLANT OF THE QUAKER OATS COMPANY

WE INVITE YOUR INQUIRIES

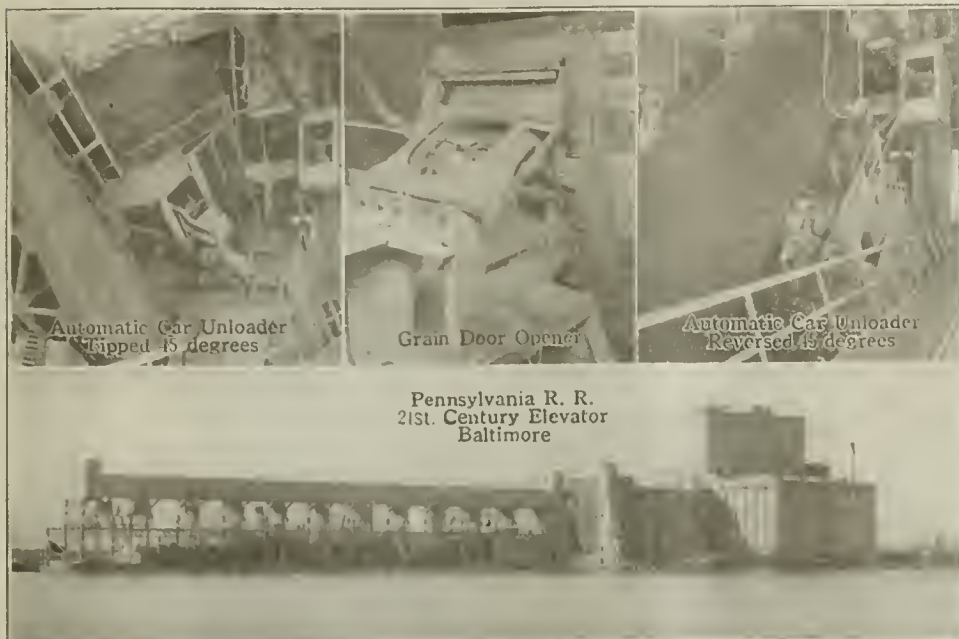


New York State Barge Canal Terminal Elevator Now Under Construction

\$148,345.00 saved by the State of New York in placing contract for this structure with us.

ADVANCED METHODS—INTENSIVELY DEVELOPED ORGANIZATION—MADE THIS POSSIBLE

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In all parts of the world

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All-steel machines for all kinds of
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We contract grain storages, water
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Furnish Plans, Estimates and Build
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Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

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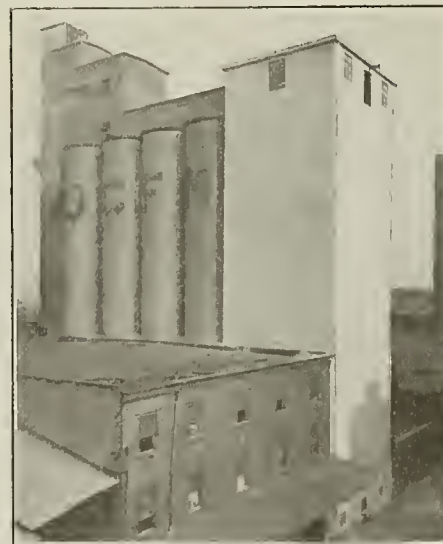
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Designers of Grain Elevators, Flour
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Reinforced Concrete Storage built for the
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Be Prepared for the New Crop

Grain Storage Construction Costs are Greatly Reduced.

THE very decided decline in the cost of materials and labor enter-
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this class of work. Because of our many years experience build-
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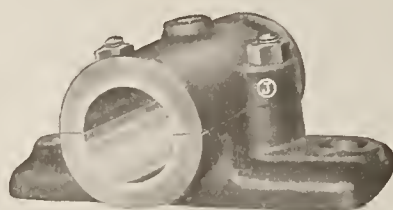
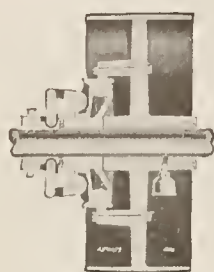
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Specialists in the design and erec-
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MAIL THIS COUPON TODAY
Please give information and costs without
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Fill in number of bushels
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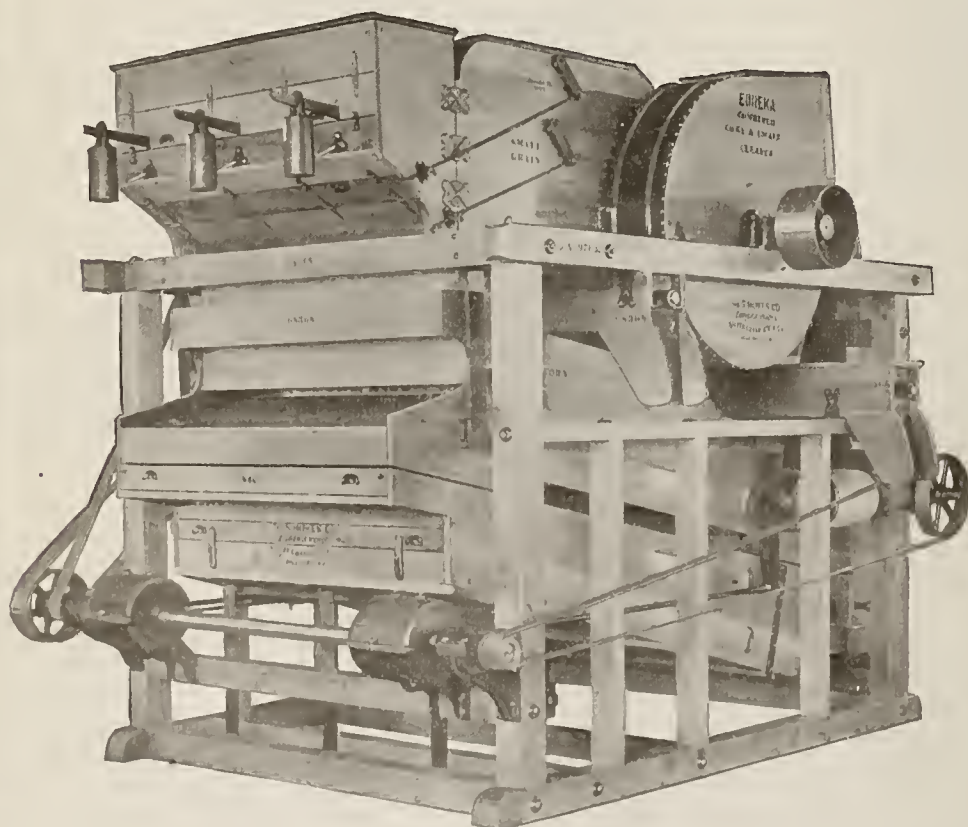
NOW IS THE TIME TO STUDY THE REPLACEMENT AND
REPAIR REQUIREMENTS OF YOUR ELEVATOR SO
THAT IT CAN HANDLE PEAK LOADS

100%



The B.S. CONSTANT MFG. CO.

ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY
COMPLETE EQUIPMENTS FOR GRAIN ELEVATORS
BLOOMINGTON, ILLINOIS



THIS NEW EUREKA for Cleaning CORN and SMALL GRAINS is A Masterpiece of Efficiency!

We purposely ask you to forget any preconceived standards you may have had of efficiency, because we believe this Cleaner is going to sweep aside every precedent of desirability that you may have had of any machine designed for a like purpose.

This, our latest offering, represents the utmost in highly developed knowledge and skill.

Write for special bulletin

S. HOWES CO., Inc.
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Service Satisfies

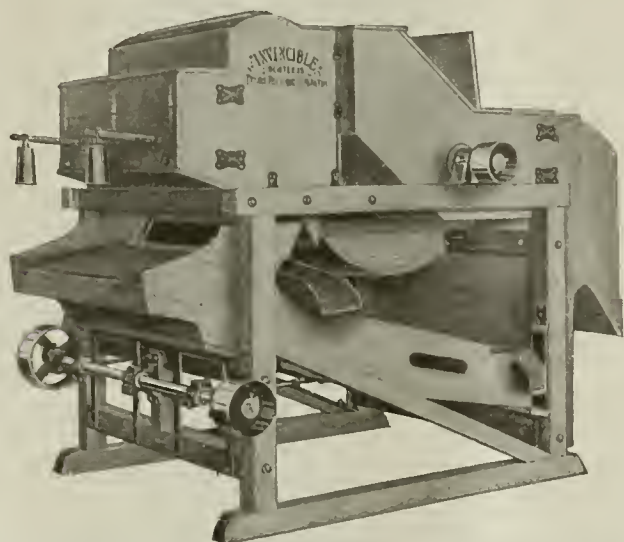


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That is an experience users
of Invincible Separators enjoy.



It is human nature to hate to admit having made a mistake. Ask the operator of any number of makes of separators on the market. He will say his machine is all right—but—

An INVINCIBLE user never has to Qualify his answer with excuses for mechanical shortcomings. No never.

Take special note of his praise of its efficiency.

He is Contented—PLUS. Join Him.

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Save Climbing Stairs

USE A

Humphrey Elevator

THIS simple, mechanical equipment has been increasing net profits in hundreds of mills and grain elevators for 32 years.

It saves the time and energy required to climb stairs.

It provides continuous service, without waiting, for going either up or down.

It is built to give years of service.

Features—Electric silent chain drive; driving mechanism a compact, self-contained unit; running in oil bath; Humphrey patented automatic stop; quick and easy control; self-operating.

Write for full information. Let us tell you how this dependable passenger and freight carrier can save you money.

Humphrey Elevator Co.

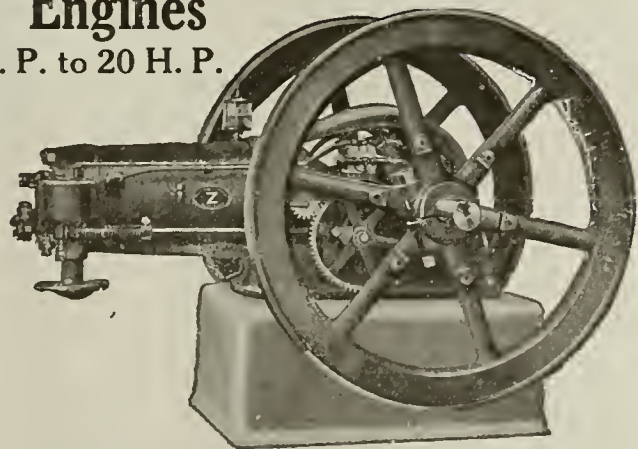
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Representatives in Principal Cities

There is Only One Genuine Humphrey Elevator

Fairbanks-Morse**"Z" Engines**

1½ H. P. to 20 H. P.

**Proven Elevator Power**

You'll never worry about power after you have installed a "Z" Engine. Sizes 1½ to 20 H. P. have high tension ignition—throttling governor—use kerosene as well as gasoline. "Z" engines operate at low speed—means long life. "Z" engine power is dependable.

Fairbanks, Morse & Co.
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Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

1920-21 Methods

Will Not Do

in 1922

Obsolete Methods, Worn out or Antiquated Machinery, invites Failure

SUCCESS

Means that every move made by men and machinery must produce something that will yield a fair profit. Costs must be cut to the bone.

Look over your equipment NOW—Attrition Mills, Breakers, Reels, Shakers, and every other piece of machinery. If you find it obsolete, replace it. If you know that any piece of machinery needs repair parts, order them now and clear the decks for action.

THE ENGINEERING DEPARTMENT of THE BAUER BROS. CO., 517 Bauer Building, Springfield, Ohio, is at your disposal—without cost or obligation—for any assistance this Department can give. Better write them today.

The Bauer
COSTS LESS PER HOUR

Belt Driven
If Preferred

Let Us Prescribe the Right Grinder for Your Particular Problem

THE size and type of the attrition mill you buy should be governed by the character of material to be ground and the results desired. All types of grinders are not equally satisfactory for the same class of work. Consequently, it is of vital importance to first know the type of machine needed.

It is not uncommon for prospective users of attrition mills to come to us with the intention of investing in a machine which they *imagine* is suitable for their purpose. But in a fair percentage of such instances, consultation with our feed mill specialists causes a change of mind—with the result that the buyers not only invest in mills exactly adapted to their needs, but, in many cases, actually realize a substantial saving of money.

If you have a feed grinding problem you want diagnosed and prescribed for, consult a Monarch Feed Mill Engineer.

SPROUT, WALDRON & CO., 1203 Sherman Street, MUNCY, PA.

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MONARCH
BALL BEARING
ATTRITION MILL

The MILL MUTUAL

Fire Insurance Companies have paid
\$1,150,769 for Fire Loss caused directly by

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during the past twelve years.

NOT ONE LOSS has been reported on a building having APPROVED LIGHTNING PROTECTION.

The insurance saving on a flour mill or grain elevator makes the protection of the property a sound business proposition.

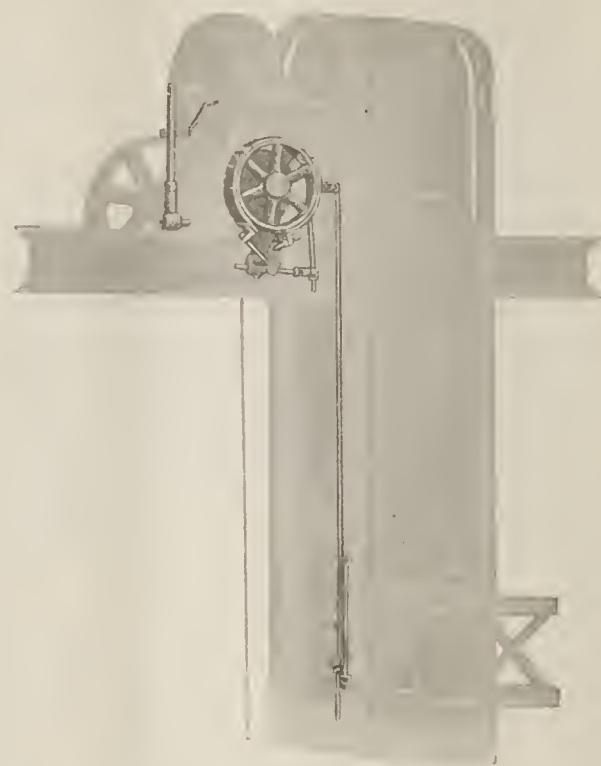
Spring and the season of Lightning Losses is here. Act today.

Ask for our Installation Specifications.

Mutual Fire Prevention Bureau

230 E. Ohio St.

Chicago, Ill.



N. & M. CO. SERVICE ELEVATOR WITH AUTOMATIC SAFETY DEVICE

WITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

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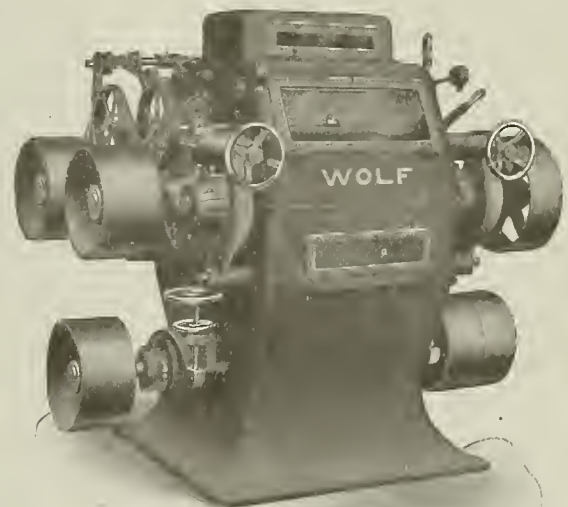
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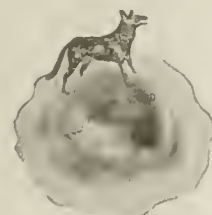
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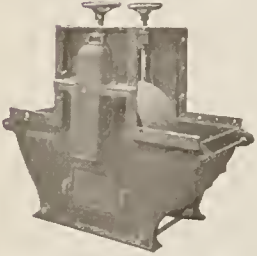
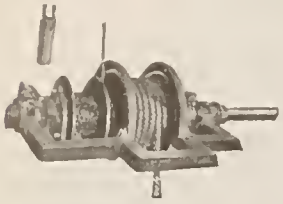
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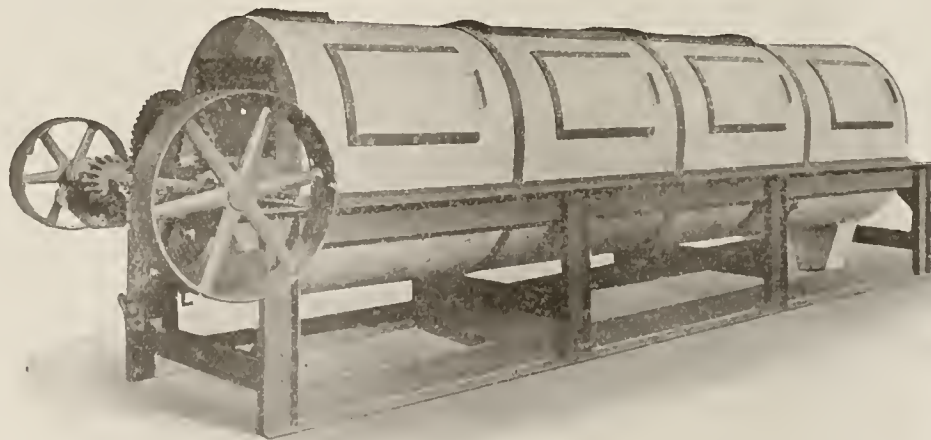
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A House of Superlatives Driven by Morse Chains

THE business world is ready to concede that under the Adamson Law the railroads are operating on an extravagant basis. But no one can accuse them of extravagance in building and equipping their permanent buildings. When the Pennsylvania Railroad gave James Stewart & Co., Inc., of Chicago, the contract for designing and building a 5,000,000-bushel elevator at Baltimore, Md., the plans

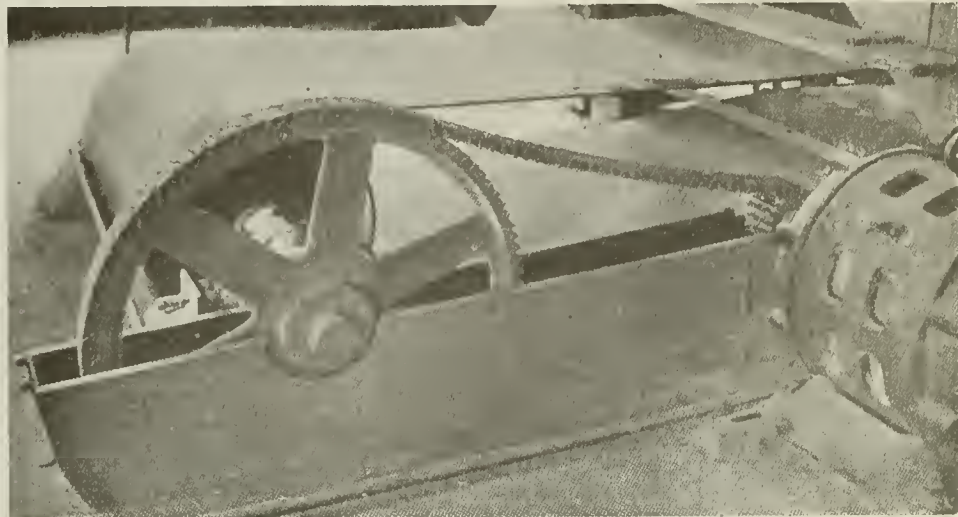
ment, in that all elevators, belt conveyers and spouts have a unit capacity of 20,000 bushels per hour.

The safety factor was covered in the concrete construction of the house in which all dust collecting ledges were eliminated and in the installation of a complete Day Dust Collecting System. The labor question is minimized by the improved machinery,

There are 79 Morse Drives in the plant, delivering a total of 2,525 horsepower. These drives range in power from 15 to 60 horsepower, the motors running from 130 to 730 revolutions. The dependence that is put on these drives is apparent from the fact that they are found on seven receiving conveyors, 10 on cross conveyors, basement and cupola conveyors, 14 on shipping conveyors, 22 on storage con-



THIRTEEN MORSE DRIVES ON CONVEYORS ABOVE STORAGE BINS



MORSE CHAIN DRIVE WITH SAFETY GUARD LIFTED

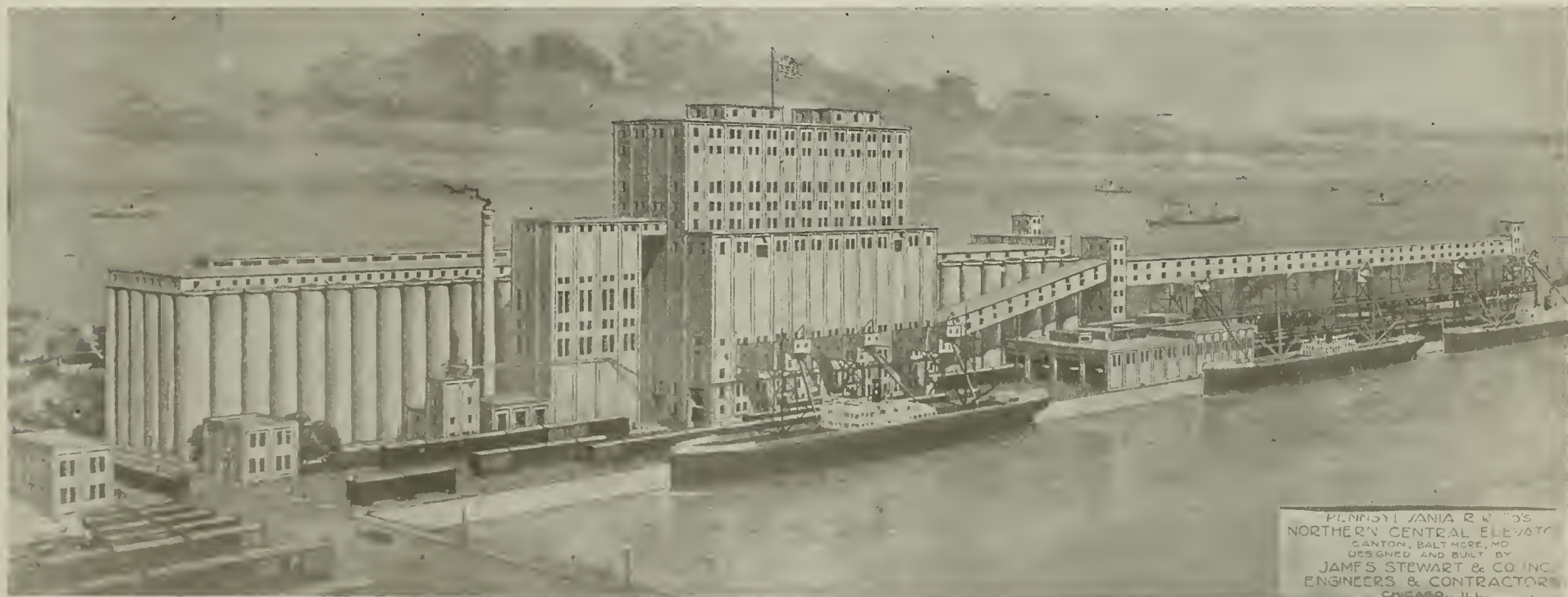
and specifications of the house were scrutinized with the greatest care by the construction engineers of the railroad. The final O.K. was not affixed until every detail met the exacting requirements growing out of a long experience in a great variety of industrial and grain handling plants. To the great credit of the Stewart organization it is only fair to say that few changes were required in the designs, for this old firm of engineers and builders knew that

centralized control and a multitude of labor and time saving devices.

The profit in an elevator is dependent on the cost of operation, upkeep and depreciation spread over the life of the plant and equipment. The operating cost is particularly important and in this connection uninterrupted service is a first concern. No expense mounts up so fast as enforced idleness, and as the stopping of operation is most frequently due to the

veyors, seven in gantries, and so on throughout the house. Should they cease to function the elevator would be as lifeless as an Aztec temple to the sun, "as idle as a painted ship upon a painted ocean."

It was not the result of haphazard choice that led to the selection of these drives. Only after the most exhaustive study of performance by every kind of drive were Morse Silent Chain Drives determined upon. The railroad company felt the importance of



NORTHERN CENTRAL CANTON ELEVATOR NO. 3, BALTIMORE, MD.

experience had long ago taught the railroads that the best is the cheapest in the long run, and on this basis they made their plans.

The house is designated officially as the Northern Central Canton Elevator No. 3. In its construction three factors were given chief consideration: Speed of operation; maximum of safety; minimum of labor required in operation. All three are met in an unusual degree.

The rapid handling ability of the house, which includes a receiving capacity of 320 cars in eight hours, a shipping capacity of 180,000 bushels per hour, and a large turning capacity, depends upon two factors: The four Stewart-Link Belt Car Unloaders, and the co-ordination of all grain move-

failure in power transmission, this feature of the equipment was given particular study. The plant is operated by electricity throughout, and except where motors are connected direct to shafting the power is transmitted by Morse Silent Chain Drives.

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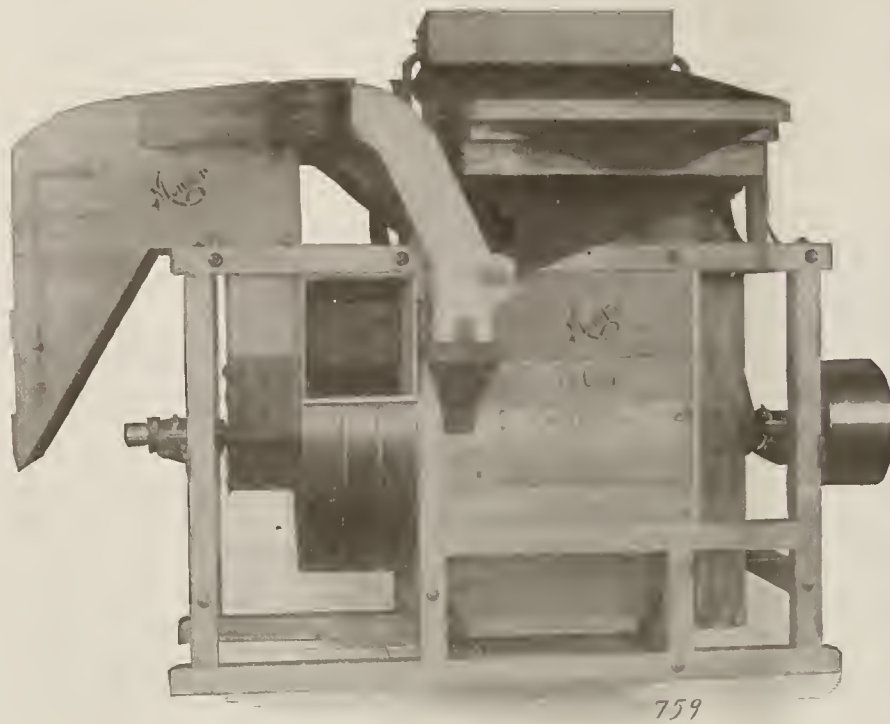
Detroit
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Philadelphia

Pittsburgh
San Francisco
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this matter as it affected their pocket book; but the builders were no less concerned, for their reputation was in the matter. In fact the Stewart organization went out deliberately to make the house the most perfect that had ever been built. It is doubtful if any plant ever had so many new and original devices, and was more dependable in every particular. In its entirety and in each separate detail the elevator is a credit to all. A few buttons are touched, motors begin to hum and the Morse Silent Chain

Drive delivers to the conveyor or whatever it may be, every ounce of energy that comes to it. There is no waste of power, no feeble or hesitating attack, but a determined, sure, inspiring exhibition of willing service and untiring efficiency.



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That brings you to the MONITOR as surely as the needle to the magnet.

A MONITOR OAT CLIPPER WILL GET YOU THE LAST BIT OF PROFIT IN CLIPPING.

It raises the weight to the limit, with the least shrinkage and the least consumption of power, and to a degree not possible to any other machine.

Connect this truth to your next purchase and for your own profit,

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

THE AMERICAN ELEVATOR AND

GRAIN TRADE



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Established in 1882.

VOL. XL

CHICAGO, ILLINOIS, APRIL 15, 1922

NO. 10

A Record of Success at the Head of the Lakes

Thunder Bay Elevator at Port Arthur Well Equipped for the Urgent Demands
It Has Satisfied for Speed, Economy and Safety

A VERY short period of time elapses between the harvesting of the grain crops of Canada's prairie provinces and the closing of navigation on the Great Lakes, during which a large proportion of the wheat must be sent forward for shipment from Atlantic Seaboard Ports as required by European importers. This is followed by a period of four months during which movement is more or less affected according to

cereal manufacturing concerns located there and its proximity to Winnipeg. The outstanding feature of the port, however, is that it is a transshipping point for the principal portion of western Canadian grain. Unless Chicago or Minneapolis develop considerable activities in the building of elevators or additions to the present buildings the present capacity there, together with new constructions under way or about to commence, will

wheat as compared with all principal American markets, and second only to Chicago for oats for several of the years also.

Although erected in 1909 the Thunder Bay Elevator was so carefully planned as to the particular requirements at the Head of the Lakes that in spite of the extension of the activities of the country elevators and consequent increase in volume handled, this elevator has always proved



THUNDER BAY ELEVATOR, PORT ARTHUR, ONT.

the severity of the winter; but then usually the terminal houses at Fort William and Port Arthur are called upon to take care of all shipments from the country elevators so that they, in turn, can handle without hindrance all deliveries by local farmers. Two principal features have therefore to be given the fullest consideration in the designing of terminal elevators—rapid handling facilities, amply sufficient to take care of all arrivals when every effort of the railroads is directed towards a record movement; and sufficient storage accommodation to take care of all the winter movement from the country elevators.

The Canadian Head of the Lakes has made little progress as a grain market, on account of the few

place the port at the head of the list for storage capacity of all points in the world. At present the total is 53,293,000 bushels for 32 elevators as compared with Minneapolis-St. Paul and Chicago which both have slightly over 55,000,000 bushels. Chicago figures include the large house operated by the Armour Grain Company which was partially destroyed in the explosion last spring. Two additions, one of which is rapidly being proceeded with, and one new elevator, construction of which has already commenced, will add over 4,000,000 bushels to the present capacity at Fort William and Port Arthur.

For the past six or seven years Fort William has stood at the head of the list for the handling of

equal to the demands made up on it. Indeed it still has the reputation of being the fastest house, in comparison with its size, at the Head of the Lakes, with the exception of the Richardson Elevator which has exceptional facilities.

Thunder Bay Elevator, Port Arthur, was built by Barnett, McQueen & Co., Ltd., the well known elevator builders, on the shores of Thunder Bay, an inlet of Lake Superior, and was completed in October, 1919. It comprises a working house constructed of wood, metal-clad, and a storage annex of re-inforced concrete; the whole built upon a foundation mattress of piles and re-inforced concrete.

The working-house is on the water side and, in-

cluding the car shed, covers an area of 140 by 165 feet. The storage annex consists of three rows of circular tanks covering an area of 70 by 270 feet. There are 140 bins in the working house for storage purposes, having a total capacity of 500,000 bushels. The storage annex comprises 36 circular tanks each 22½ feet in diameter and 95 feet high with 22 interstice bins; the whole having a capacity of 1,000,000 bushels. Steam-power is used, furnished by a two cylinder Wheelock Engine having cylinders 20 x 46 inches, and four boilers of 130 horsepower each. Power is transmitted from the main shaft by means of rope drives.

The elevator is served by the Canadian National Railways. There are three unloading tracks with nine unloading pits, a feature which permits as many as nine cars to be unloaded at the same time, if such should be necessary, so that the true measure of the receiving capacity is the facility with which grain is disposed of to the various bins after elevating and weighing. The pit valves have an interlocking device which effectually guards against the possibility of grain from two separate cars being mixed. Until one pit is quite clear others remain securely fastened. There are three elevating legs each having a capacity of 10,000 bushels per hour and three receiving scales with capacity of 120,000 pounds each. One hundred and fifty cars of all grains is a fair 10-hour day's average for unloading.

Up to the present time there has been a very lively market at the port for screenings. The American tariff has effectually broken this market, however, and although screenings have been used to a considerable extent for fuel, and to a lesser degree for feed in Canada, the demand is nothing like it was up to the time our emergency tariff went into effect. When the Thunder Bay Elevator was built, however, the profit in screenings was a considerable item in the elevator balance sheet, so that the house is well equipped in its cleaning facilities. These include 11 No. 9 Monitor Wheat Separators; three No. 8 Invincible Wheat Separators; one No. 8A Monitor Flax Separator; two Northwestern Separators; two Richardson Oat and Wheat Separators; and one Screenings Separator.

Although not individually connected to the power transmission machinery as is the case in many more modern elevators, the cleaners are connected in groups of two or more. There are three cleaning legs with a total capacity of 18,000 bushels per hour.

The large proportion of grain from the 1912 crop arriving out of condition rendered the installation of a drier expedient. Accordingly a Morris Drier, having a rated capacity of 1,000 bushels per hour, with an engine for operating fans, together with a separate conveyor and leg to make it entirely independent of the work-house, were installed in the spring of 1913. In actual operation it removes 5 per cent moisture from 1,000 bushels damp grain in 80 minutes, at a temperature of 180 degrees Fahrenheit.

The shipping facilities comprise three shipping legs each having a capacity of 10,000 bushels per hour, three shipping scales of 96,000 pounds capacity and six shipping bins each of 5,000 bushels capacity. In addition the three cleaning legs can be used when greater dispatch is necessary in loading vessels without hindering the unloading of cars in any way whatsoever. The convenience of the three unloading tracks is seen in the greater dispatch possible in the loading of cars. Loading spouts run direct from the three shipping scales to cars on Nos. 1 and 2 tracks so that loading of nine cars per hour is easily possible when only No. 3 track is used for cars being unloaded.

From this it will be seen that when necessary the utmost dispatch can be given in any branch of the elevator facilities. Considerable comment was made at the time on the loading of two steamers, one with 250,569 bushels of wheat, the other with 66,815 bushels wheat, 117,000 bushels barley and 62,000 bushels flax, or 496,384 bushels in all, as well as the full days unloading of cars, between 7:15 a. m. and 6:50 p. m. at a time when the crop move-

ment was at its highest point and the cleaners were working at high pressure to keep pace with the incoming grain. The elevator records show plenty of similar performances.

A description would be incomplete without reference to the share it has taken in the handling of the western Canadian crops. During the period of its operation as a public terminal elevator—October 1909 to August 1920—the total quantities handled were as follows: From August 1920, the elevator has been licensed to operate as a private terminal elevator so total handlings are not available for publication as for previous years. The totals for each grain during this period were: Wheat, 55,101,077; oats, 24,219,869; barley, 4,625,563; flaxseed 2,213,374; rye, 61,531 bushels. This does not include the season 1913-14 when a total of all grain of 11,579,044 bushels was handled.

Builders and operators of an elevator may well be congratulated when the house performs to exceed expectations, and that is the fortunate experience of the Thunder Bay Elevator. The company is looking confidently into the future to many years of usefulness and success, and only an unkind stroke of fate could shatter their assurance.

SELLING CORN IN THE EAR

BY TRAVELER

The problem of selling corn in the ear becomes greater with each succeeding season, until to-day certain sections are unable to furnish it at all. The chief difficulty lies in the inability of the shipper to get corn of the proper grade and condition to suit the requirements of this particular trade. There is an excellent demand for strictly hand-husked and sorted ear corn; but such corn is not easily found to-day.

This is because, in most localities, the dealers—in their desire to get the farmers' trade, have paid the same price for machine-husked and unsorted corn as they have for the hand-husked and sorted variety, and have run it all through their dumps and otherwise mutilated it, so that it is unfit to be sold in the ear.

As a result, the farmer who formerly sorted his corn, now makes no attempt to do so, as he feels that he will be paid no more for it than his neighbor, who brings in the run of the field, and so the custom dies out and it becomes almost impossible to revive it.

This condition has become more acute since the advent of the farmers' elevators, as they handle nearly all their corn through the dumps and make no distinction between hand-husked and machine-husked corn, but pay the same price for both, thus forcing the regular dealer to do the same.

In my travels through the country, I have run across one big line company, in the state of Ohio, which makes a specialty of ear corn, and they are able to get better prices for it than any other concern in the country, for the trade they sell to know that they are able to deliver just what they sell: Strictly hand-husked and sorted ear corn.

But they have their farmers trained in the last degree. They always pay (and they advertise this fact) a premium for corn that is hand-husked and sorted. Such corn is shoveled off into cribs or cars. Corn not up to this standard is bought for less money, and put through the dump, later being shelled and sold in that form.

Farmers in that locality know that this rule is strictly adhered to, and the careful ones having an incentive for putting their corn in good shape, do their sorting at the shock, the only place where it can properly be done. When this corn is brought to the elevator it is only necessary to throw out an occasional ear, and again, when it is being loaded into the car, there is still another chance to detect any imperfect cars which may have escaped previous sortings.

Thus it will be seen that this firm has friends on both ends of the line: The buyer because he feels they can be depended upon to deliver the extra quality which they sell and for which he is willing to pay a big price, and the farmer, who knows he can get a premium for taking pains with his pro-

duct, instead of being put on a parity with his shiftless neighbor, who is satisfied to bring crops of indifferent quality to market.

THE MEETING OF THE U. S. GRAIN GROWERS

On March 21-24 the first delegate convention of the U. S. Grain Growers, Inc., was held in its sumptuous offices in Chicago.

W. G. Eckhardt, treasurer, gave a report which showed the balance sheet on March 21 to be as follows:

Total cash receipts.....	\$626,008.71
Total cash disbursements.....	619,486.00
Farmers' Finance Corporation check held...	12,000.00
Net cash disbursements.....	607,486.00
Unpaid organization expense.....	67,848.35
Unpaid office salaries.....	4,112.24
Other accounts payable.....	6,118.24
Cash on hand (actual).....	18,522.71

In addition the organization has borrowed from individuals, banks, farm bureaus and others \$210,700, which, with the deficit shown as of December 31, makes a total deficit of \$347,945, less the reserve of \$37,500 and cash on hand. The cost of getting the \$10 memberships in the various states was shown to be:

Colorado	\$ 8.55
Illinois	7.12
Indiana	4.77
Iowa	6.58
Kansas	14.59
Minnesota	7.70
Missouri	6.37
Nebraska	5.55
North Dakota	6.39
Oklahoma	10.22
South Dakota	13.11

Throughout the meeting an atmosphere of friction was apparent. This came to a head when it came to the election of directors. President Gustafson appointed a Rules Committee to present rules for procedure in the election. The committee went into session Wednesday afternoon. Late that night no agreement had been reached and a Harmonizing Committee of 11 (one from each state represented) was appointed to meet the Rules Committee. The next afternoon the committees reported that an agreement could not be reached, and two reports were submitted by the Committee on Rules. After much wrangling the "administration" report was adopted, 22,844 to 18,941 votes, each delegate casting a vote for every member in his district. The speeches were in a class with a ward caucus and charges and counter charges were hurled, denied, and hurled again. It was an elevating meeting.

The election of directors resulted in the choice of the following men: J. T. Belk, Henry, S. D.; A. G. Burgeson, Douglas, N. D.; Robert N. Clark, Stronghurst, Ill.; R. A. Cowles, Bloomington, Ill.; W. R. Crowther, Golden City, Mo.; P. E. Donnell, Waco, Mo.; T. I. Ferris, Pleasant Lake, Ind.; C. R. Finley, Illinois; C. H. Gustafson, Lincoln, Neb.; W. B. Jesse, Supply, Okla.; H. L. Keefe, Walthill, Neb.; H. C. Lau, Tracey, Minn.; A. J. McGinnis; James K. Mason, Milton, Ind.; A. L. Middleton, Eagle Grove, Iowa; F. A. Mudge, Peru, Ill.; Frank M. Myers, Fort Dodge, Iowa; J. D. Pancake, Loveland, Colo.; F. O. Peterson, Kansas; Robert Peterson, Bloomington, Ill.; Chas. B. Steward, Red Cloud, Minn.

After a consultation six of the directors resigned, Robert N. Clark, Robert A. Cowles, Robert Peterson, A. J. McGinnis, A. G. Burgeson, and Charles R. Finley. This resignation was grounded upon the charge that the wishes of the delegates had been ignored, "depriving the growers of said districts from being represented as the by-laws provide."

The meeting ended hopelessly divided. The following futile and meaningless resolutions were passed:

We, the first national convention of the U. S. Grain Growers, Inc., after the first year of our existence as the National Co-operative Selling Association, with a membership under contract that places us in the pre-eminent position of the largest grain selling agency in the world, believe that it is fitting that we express our appreciation of co-operative assistance extended to this organization and indicate the principles upon which this work shall be carried forward:

Therefore, be it resolved, that we commend the able efforts of the gentlemen who served on the Farmers' Marketing Committee of Seventeen in investigat-

ing grain marketing conditions in terminal markets and formulating the principles and detailed plans upon which the U. S. Grain Growers, Inc., has been built. We regard it as a most significant compliment to these gentlemen that repeated efforts of our opposition to find fundamental faults with the plan have been unsuccessful. We affirm our determination to carry forward the development of the plan of co-operative grain marketing outlined by that committee.

Be it, therefore resolved, that we wish to commend the Board of Directors for their untiring efforts to develop and put into operation this plan.

Resolved, that the recent action of the Interstate Commerce Commission in reducing the freight rates on grain, grain products and hay by approximately \$45,000,000 annually meets with our hearty approval but we earnestly recommend further reductions in these freight charges until the entire advance of 1920 shall be eliminated. Our prices are down to pre-war basis approximately, and our costs must be reduced likewise if the agricultural interests shall be permitted to thrive once more—which is essential to the welfare of the entire American people, and that we urge upon the National Administration the institution of the work of building and completing the St. Lawrence Deep Water Way at the earliest date.

Resolved, that as far as practicable and consistent with economic conditions the U. S. Grain Growers, Inc., be built upon existing farmer-owned elevators and those that may be established. We furthermore recommend to the incoming Board of Directors that they pursue the same policy as far as may be possible in establishing farmer controlled terminal facilities and wherever possible affiliate with existing farmer controlled agencies under the one general plan. We favor strict economy in the administration of the affairs of the U. S. Grain Growers, Inc., both in the national office and in the campaign for members in the various states.

Resolved, that we express our appreciation of the remedial legislation given us by the Congress and our various legislatures looking to agricultural betterment and furtherance of co-operation as based on right. Farmers ask no undue advantage but simple justice and we, therefore, commend President Harding for calling the recent Agricultural Conference at Washington looking to that end.

Therefore, be it further resolved that we pledge our continued support and loyal co-operation such as will mean ultimate success in order that the farmers in America may build a permanent and stable marketing system.

After the meeting the minority delegates held a meeting, and the following statement was given out:

The decision of the minority delegates from Illinois, North Dakota, Kansas, Oklahoma, Texas, Minnesota and Michigan, representing 46 per cent of the voting strength of the delegate convention of the U. S. Grain Growers, Inc., is that they will assure the members they represent they are determined to market grain co-operatively at the earliest possible moment. This will be done through the sales agency of the U. S. Grain Growers, Inc., if possible.

If it is found impossible to restore the U. S. Grain Growers, Inc., to the democratic control of its membership these states will take immediate steps to create other marketing agencies.

The feeling of the minority delegates is that no co-operative enterprise can succeed under caucus rules, and that the unfair action at the recent election of the Board of Directors must be fully corrected if the U. S. Grain Growers, Inc., is to succeed.

CALIFORNIA GRAIN POOL

The grain pool in California, being formed by the California State Farm Bureau of which Dr. W. H. Walker is president and T. E. Morgan, general manager, is ready for business, and the officers of the Bureau are signing up farmers in the hope of controlling at least a third of the grain output of the state.

The grain will be handled through the 1,250,000-bushel elevator at Oakland of which J. A. Macdonald is president, and a contract has been made with George Wills & Sons, Ltd., of London, for the sale of export grain. Barley is the principal export grain and will probably comprise 75 per cent or more of the volume sent abroad. The English firm is the exclusive agent for the Australian Government in marketing the pooled grain from that country, but as it is practically all wheat, the interests will not conflict.

According to the plan, the Bureau will collect the grain and deal it out, little by little, giving the market as much as it can absorb. Arrangements have been made whereby the farmers can be financed when they ship their grain to the exchange. They will receive advances from the exchange while the latter will place a blanket loan

on the grain contracts. It is the aim of the Bureau to eventually control 80 per cent of the state's grain, but in the meantime most of the farmers are waiting to see the results of the first year's pool.

ILLINOIS GRAIN TRADE SUFFERS LOSS

Grain dealers of Illinois, and in fact the whole trade of the Central West felt a sense of personal loss in the death, on March 30, of William Murray, of Champaign, Ill., which occurred at the Washington Boulevard Hospital, Chicago, after a serious illness of two weeks. It is no exaggeration to say that no shipper in this whole territory bore a higher reputation for scrupulous honesty in thought and deed, for high integrity in his personal life as in his business dealings, and for a character that exemplified every manly virtue. To say that he will be sorely missed is to speak but lightly of a deep regret that affects every friend and business associate.

Mr. Murray was born at Eureka, Ill., August 1, 1862. After completing a business course in the college at Bloomington he engaged in the grain business at Eureka in 1882 with his father, J. M.



THE LATE WILLIAM MURRAY

Murray, Sr. Twenty years ago he moved to Champaign to make his home, and continued actively in the country elevator business in Champaign County, and near Champaign up to the time of his last illness.

He was treasurer of the Illinois Grain Dealers Association from 1916 to 1920, and had served on the Board of Directors of that organization previous to that time.

His death followed exactly two years after that of his oldest son, O. S. Murray, who was engaged with him at Symerton, Ill. He is survived by Mrs. Murray; five daughters; and one son, John, who has been in the business with him. Our sincerest sympathy goes out to the family in their affliction.

TO STOP BORER SPREAD

Investigators of the Department of Agriculture are quite satisfied that the European Corn Borer which has been found in the northern counties of Ohio, emigrated from Ontario. Various theories have been advanced as to the manner of their crossing Lake Erie, but the actual process is not known with certainty, and until it is no successful plan can be formulated for stopping the invasion. It is planned to find out first of all if the moths of the borer fly across the lake.

If the Lighthouse Service grants the necessary

permission, observers of the Department will be placed at certain lighthouses along the American shore of the lake. It is believed that if moths fly from Canada to the United States they are likely to be attracted to the big lights at night. Just how much influence these exert on the moths remains to be seen.

It has already been demonstrated that moths, under certain conditions, can resume flight after falling upon the water. It has been suggested that the islands at the western end of Lake Erie offer resting places for moths in their journey to the American shore, and the investigators will watch to see if this is true. With the knowledge gained from the proposed investigation it is hoped that the work of control may be materially benefitted.

WHEN YOU BUILD AN ELEVATOR

The National Grain Elevator Builders Association, which was organized last year, as our readers will remember, has put out a little pamphlet with some real advice in it on elevator building. To the prospective elevator builder it says:

"Go to a good contractor expecting to pay a reasonable profit and get an elevator designed for your individual needs. A reliable elevator builder will give you a suitable design and will also give you an honest estimate. You will also get the benefit of his knowledge of elevator construction for he will know the particular requirements of elevators in your locality.

"Don't ask 20 different contractors for bids—it cost about \$200 for each bid.

"Here are some valuable points worth considering:

"Don't buy on price alone.

"Don't risk too much for nothing.

"Don't overlook good equipment.

"Don't see capacity alone.

"Don't risk inexperience."

EATING OUR CORN CROP

Corn should be eaten and not all fed to animals. This was the message that J. A. LeClerc, special trade commissioner of the Department of Commerce, gave to corn millers at Chicago on April 3.

"The corn crop of the United States during the last 10 years has averaged over 2,750,000,000 bushels. Fully 90 per cent of this immense crop is fed directly to animals. Of the amount consumed by hogs and cattle, we get back in the form of animal food for human consumption no more than 10 per cent of the food value of the corn thus fed. There certainly can be no greater economic problem than to prevent a good human food from being unnecessarily consumed by animals. Our corn crop is over three and one-half times greater than our wheat crop, yet we consume, as food direct, less than one-fifth as much of the corn as we do of the wheat.

"Every effort should be made to create a bigger demand for corn as a human food direct, and thus utilize more completely one of the world's most important crops. In proportion as we succeed in creating a larger demand for corn as a human food, to that extent will the chronic periods of starvation in various parts of the world be lessened."

"The ten to twenty million people who are at the present moment starving in Russia could be supplied with all the cereal part of their diet with from 2.5 to 5 per cent of our corn crop, or say 75,000,000 to 150,000,000 bushels, or 2,000,000 to 4,000,000 tons," said Dr. LeClerc, who has been abroad the past six months studying the European markets especially with relation to American-milled corn products.

The importance of the work of the American Relief Association as propaganda for American corn products was pointed out by Dr. LeClerc.

"There is one encouraging feature not touched upon as yet, and that is the probable effect of feeding corn grits to so many children of Europe. Due to the unfortunate condition of certain sections of Europe, there has been a very large and unusual demand for corn grits. Through the activities of the

A. R. A. about 500,000 children in Poland, 200,000 in Austria, 50,000 in Hungary, and now 3,000,000 in Russia are being fed at least one meal a day containing either corn grits or rice as the cereal portion of the diet.

"I wonder if you realize what a tremendous propaganda for corn grits is thus being carried on by the A. R. A. in feeding almost 4,000,000 children. If it means anything, it certainly should mean the elimination to a large extent of that prejudice against corn which has in the past characterized a portion of the population of Europe."

Previously Dr. LeClerc compiled a table showing the relative prices of corn grits and cereal foods of equal value as regards nutrition. From the results of his investigations it was determined that corn grits are by far the least expensive, and equally nourishing as the more expensive kinds of cereal food.

ILLINOIS LEASES MUST BE MODERATE

The Illinois Commerce Commission recently took notice of many complaints of extortion exercised by the railroads of the state in leasing their property for elevators, service tracks, and other purposes. The Commission passed a resolution, which may not stop abuses at once, but shows that they are watching the situation. The resolution was as follows:

Whereas, numerous complaints have been received by this Commission concerning rents charged lessees on the leasing or re-leasing of railroad property for elevators, service tracks, industrial tracks and other industrial purposes; now, therefore, be it

Resolved: That in conformity with the rulings of the Interstate Commerce Commission, the Illinois Commerce Commission require in cases involving approval by this Commission of leases or release of railroad property for elevators, service tracks, industrial tracks or other industrial purposes where such release of said property involves a changed consideration, adequate evidence of the value of the property of the railroad involved in the lease.

Resolved, further: That a copy of this resolution be served on each of the several railroads operating in Illinois as notice of the policy of this Commission.

INSTALLATION OF RADIO RECEIVING APPARATUS

Probably nothing in our history has ever found more popular response, nor quicker adoption, than commercial wireless transmission. In the past few months literally thousands of radio receiving sets have been set up, both for purposes of business and for pleasure. Grain dealers have been among the first to adopt the wireless to their own business, as our columns for the past few months will indicate, and the number of country elevators with receiving stations for picking up market news is growing daily, almost hourly.

We are indebted to *Our Paper*, that lively little publication of the Grain Dealers Fire Insurance Agency of Indianapolis, for the following regulations for the safe installation of radio receiving apparatus. While the following regulations are tentative, it is felt that the safety of the property is assured if the installation is made in accordance with the following:

The principal danger is from lightning and high voltage from accidental contact with lighting or power wires. The precautions taken are, therefore, designed to prevent damage and fire by lightning from these causes.

1. The pole or tower as the case may be must be thoroughly grounded by not less than No. 4 wire, carried to the eaves and down the corner of the building. The ground shall be made as specified below. In case the antenna is fastened to the building without pole or tower, the span fastened to the building should be grounded. The pole or tower shall be treated exactly as a lightning rod.

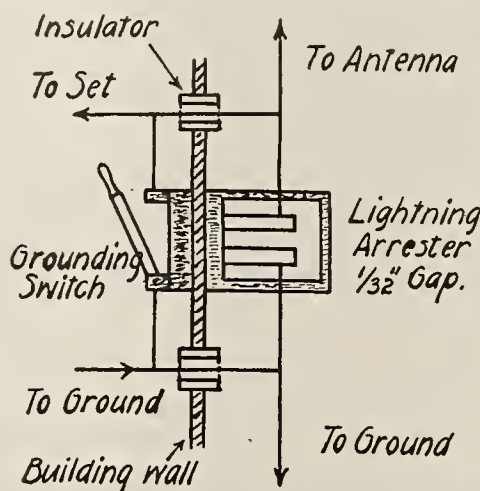
2. The lead-in wire shall not be less than No. 10 or mechanical strength and shall drop from the antenna directly and unsupported to the point of entrance with attachment to the building by an approved insulator.

3. The antenna, supports and connections must

be so installed that there is no chance for accidental contact with light or power wiring.

4. At the point where the lead-in wires are attached to and enter the building, there shall be installed an approved 750 volt lightning arrester with not to exceed 1/32" gap or other approved substantial lightning protection with no greater gap. The ground side of the gap to be grounded as described below.

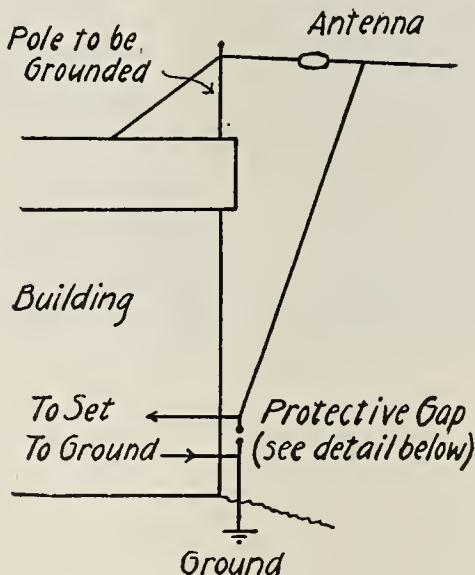
5. Immediately inside the point of entrance, there shall be a switch which will ground the apparatus when closed. This switch shall be of a



rating not less than 100 amp.-600 volts, with standard non-combustible base and shall be closed at all times when the apparatus is not in use.

6. The wires to the building shall enter through non-combustible insulators designed for the purpose and the wiring inside shall be installed in a manner approved for wiring for lighting equipment. No wire less than No. 14 rubber covered wire shall be used for connecting to the receiving set.

7. Grounding. The best ground is to fasten the ground wire to a buried water pipe. This must be done in a substantial manner if the connection is to be permanent. A good connection is essential both for the protection and operation of the



equipment. The ground can best be made by sweating the wire into a plug screwed into the pipe or fitting.

If such water pipe is not available, the wire should be sweated into a grounding cap screwed to the top of a 1" galvanized pipe driven into the ground to moist earth but not less than eight feet. Another way is to plug the pipe about 3" below the top, insert the wire and pour the pipe full of solder after the pipe and wire have been cleaned and tinned.

The ground wire shall not be less than No. 10 copper wire and shall be protected from mechanical injury. It must be insulated from the building.

WHEAT YIELDS DO NOT INCREASE

Some years ago the U. S. Secretary of Agriculture in an optimistic annual report said that the average yield of wheat in the United States was steadily rising. This had been true for a series of years; but marked recessions have taken place since his time. Last year the average yield of Spring wheat was only 10.5 bushels per acre. It

was the same in 1920 and only 8.2 bushels in 1919. With Winter wheat the average yield was 13.7 bushels last year, 15.3 in 1920 and 15.1 bushels in 1919.

A British authority, the *Mark Lane Express*, says that the yield of wheat does not increase. Small, highly cultivated areas like the Isle of Thanet, Denmark, the Lothians and parts of Germany, where fertilizers are of large local production, touch 40 bushels per acre. But the world's average yield is below 20 bushels, and the greatest wheat countries, like the United States, Canada, India, Argentina and Australia all fall below 16 bushels per acre as an average yield. The low wheat yield is not a matter of soil but of agriculture. Weeding, harrowing and fertilizing pay; but they are not practiced much in the big wheat producing countries.

"JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Old Al Pence, one o' my farmer friends, dropped in th' other day, an' he says t' me, he says: 'Jim! I see ya've been a' paintin' th' old house again. Seems like only a short spell since ya painted it afore? Ya know ya can't make a silk purse out o' a sow's ear,' he says.

"'Mebbe ya can't,' I says, 'but ya can buy a right pert kind o' a purse with th' proceeds o' th' sow,' I says. 'This here elevator is what I got t' depend on for a livin', an' if keepin' her lookin' slick'll give peeples th' impresshun that I'm makin' money, why paintin' it now an' then is a mighty good investment,' I says. 'Don't ya know that peeples'd rather do bizness with a man that's doin' well, than with a feller that's makin' a failure o' things?' I says.

"'Well, mebbe ya're right, Jim,' he says, kinda scratchin' his head like, 'but a feller can't help but think, sometimes, mebbe ya're goin' t' get th' cost o' that paint back some'rs, an' I don't know as I'd blame ya, either.'"

LITTLE TIPS FROM "JIM DUNN"

Allus put a stop loss on your future deals. It's like a cog-gear on a inclined railway. It keeps ya from slippin' back suddenly.

Keep your driveway an' approaches in good condition. Pullin' bizness into a punk driveway is up-hill work.

Have a good system of figgerin'. Makin' corrections isn't very satisfactory—specially when th' customer has t' give something back.

If ya're a good elevator man, ya'll know if it'll grade afore ya ship it. If ya're not—an' it don't—ya better keep your mouth an' your ignorance sealed up.

Allus keep your temper with a kicker—unless he gets too bad. Then give him h—l, or anything else that happens t' be loose around th' place.

Ya can't buy more grain in a territory than it can raise. So don't build elevators where they ain't needed.

Th' grain bizness has a lot o' ups an' downs; but ya can miss a lot of 'em if ya buy right an' keep it sold.

Don't never try t' make it all on th' first car. It'd come too easy for one thing, an' for another, such things don't never happen.

Some elevator offices have a lot o' loafers hangin' around, an' others have only one chair. Too many o' either ain't much help t' a bizness.

There's two things t' do t' th' other feller. First get a line on him, an' then get him in line.

RUSSIAN PROSPECTS

Russia's retirement as a factor in world grain supplies has resulted in a readjustment of the trade. Since the war began grain export countries have increased the area devoted to bread grain to such an extent that a surplus from Russia is no longer needed.

For the next two or three years there is little likelihood of Russia's figuring in the bread grain market except as her own disorganized transportation system necessitates importation of grain from other countries into certain districts. She will be a buyer to a greater extent than a seller. The Commis-

sioner of Agriculture estimates a total grain crop of 2,000,000,000 poods of 36 pounds each. Russia hoped to furnish 19,000,000 poods of American seed grain for distribution this year, but up to the present time only 7,000,000 poods have been received and not all of that is distributed, and, it is charged, much of it is of poor quality and some without value.

The natural tax levy this year will be 380,000 poods, or about 19 per cent of the expected yield. This will be used to feed the Red army, so that American grain contributions will, after all, go to help the bolshevist cause.

HEAT DAMAGED WHEAT*

The Board of Review, as an interpretative authority of the Federal standards, in its efforts to bring about a common sense interpretation and uniform application of the standards, must know of, and study carefully, handling conditions of grain from farmer to ultimate consumer; we have found it necessary to also study carefully causes and effects of the various grading factors, before expressing interpretative opinions which will be used by inspectors and the trade in its application of the grades.

In our consideration of "heat damaged" in wheat we have consulted producers, elevator managers, terminal operators, millers, exporters and scientific authorities.

"Heat damaged" in wheat is usually the result of mass action, caused by rapid respiration, generating an abnormal heat energy in bulk wheat containing an excessive amount of moisture, causing it to start heating.

It may also be caused by weevils forming nests in a mass of grain generating heat energy which will start the mass to heating.

A single kernel will not become "heat damaged" by itself, it must be the result of mass action; and grain when heating from these causes will be either musty or sour. This heating may take place in "header" stacks, farm bins, elevator bins or box cars; it may occur only in spots throughout the mass or the entire mass may be affected, and unless arrested in a short time by handling or turning the grain, will result in "heat damaged" and discolored kernels. When the temperature of the heating mass reaches 100° Fahrenheit discoloration of kernels will usually begin and at 140° Fahrenheit the kernels will be found to be almost black and charred throughout.

In this heating process the generation of heat energy is usually the heaviest in the germ end of the kernel, hence the first damage to an individual kernel will be noticeable in the germ end, later discoloration of the kernel itself will begin, changing to a mahogany or cherry red, reddish brown, or brownish black, dependent on the kind of grain.

In the application of an interpretation of a given factor in grain grading, we hold that the interpretation must be so worded and so plain that practically all who have to do with the interpretation can readily understand it and apply it in a fairly uniform manner; hence, in the interpretation of what is "heat damaged" for purposes of inspection, we hold with the language of the standards that, "Kernels or pieces of wheat which have been *distinctly discolored* by external heat or as a result of heating caused by fermentation" shall be considered "heat damaged."

This gives us then three degrees of damages from heat:

1. Kernels of wheat which have been heating but arrested in time by handling before discoloration or damage has taken place. Such kernels are classed as sound.

2. Kernels in which the germ end may have been damaged to a noticeable extent but not distinctly discolored, may be classed as "damaged."

3. Kernels in which the heating had progressed to a point where the discoloration is distinct and understandable to the average grain man which

we call "heat damaged." This last class represents the kind of kernels which inspectors and grain supervisors will pick out of a sample in determining the percentage of "heat damaged."

Our instructions to inspectors in the application of interpretative factors has always been: In case of doubt, the grain is entitled to the benefit; but when heat discoloration is *distinct* there can be no doubt. Our opinion in this matter has not been altered since promulgated in 1919.

Country elevator operators in purchasing grain with musty or sour odor will do well to examine for "heat damaged" kernels, or, if wheat in your bins becomes heated, musty or sour it should be examined very carefully for "heat damaged" kernels before attempting to mix with good wheat free from "heat damaged."

It would seem good business practice to market off-grade wheat separately rather than to attempt to mix it off in good wheat and have the entire lot graded down on account of "heat damaged."

A BUSY HOUSE IN ILLINOIS

When a 40,000-bushel elevator handles 300,000 bushels of grain per year and in addition sells large quantities of feed, coal, sand, gravel and limestone, there is work aplenty for someone and an outlook into a future that is wreathed in smiles.



ELEVATOR OF THE MACON (ILL.) GRAIN COMPANY

This is what takes place in the plant of the Macon Grain Company at Macon, Ill.

On June 1, 1917 the business was established as J. S. Guthridge & Co. A third interest in the business was held by W. I. Moore, but on August 1, 1920, he sold his interest to Walter Baird of Macon and a year later the company was reorganized and incorporated under its present title with J. S. Guthridge, president; C. T. Moore, vice-president and treasurer; and Walter Baird, secretary. Since then some stock has been sold and at present there are 12 stockholders.

The reorganization followed the burning of the old elevator on April 7, 1921, and the building of the new plant which was begun at once and completed on the fifth of July following. There was no hesitation in building a new plant, for the company had been successful from the first and the management had had a good test of ability in its affairs and capacity for making friends of the farmers in the neighborhood. In its present form the company has a well balanced administration and undoubtedly the management of the house will show the same or greater measure of success than in the past.

The new elevator is a frame studded structure with a capacity of 37,000 bushels of small grain and 3,000 bushels of ear corn. There are nine bins in the house, which are kept busy indeed, as wheat, corn, oats, and soy beans are handled. But there has been no congestion of any one grain at the expense of others. This takes good management.

The house has two dumps, both of which can be used either for small grain or ear corn. There

are two elevator legs, one with 7x14-inch cups and the other with 7x15-inch. A 48,000-pound Howe Scale weighs the grain as it comes to the cupola for shipping, and a 10-ton wagon scale takes care of the receiving weights. The house has a Union Iron Works 1,500-bushel Rolling Screen Grain Cleaner and a No. 23 corn sheller of the same make, having a capacity of 600 bushels per hour.

The plant is operated by steam. The power house is in a separate building between the office and the elevator. A 27-horsepower engine and boiler takes care of all the power requirements which are transmitted by rope drive. Central power electricity lights the entire plant.

The company is looking forward to the new crop year with eager confidence for the crop prospects are splendid and all equipment in good shape.

PACKERS AND STOCKYARDS ACT UNDER FIRE

Congress exceeded its authority under the constitution by conferring upon the Secretary of Agriculture through the Packers and Stockyards Act the right to interfere in the private business of live stock commission men, according to Attorney Elwood G. Godman of Chicago. He recently appeared before the United States Supreme Court on behalf of the Chicago Live Stock Exchange to obtain an

order restraining Secretary Wallace from exercising authority over the members of that organization.

Live stock commission men, he declared, are not subject to Federal regulation because they are in no way engaged in interstate commerce. They are simply the sales agents at the markets for the owners of stock who wish to dispose of their animals under open, competitive conditions. The cattle, hogs or sheep, he said, do not come into their possession until after they have left all transportation channels. Then, as representatives of the owners, they prepare the animals for sale, find a buyer, and relinquish control as soon as the live stock passes over the scales. Attorney Godman said their services are all performed on the public market, entirely separate and distinct from any railroad system.

Many of the animals arrive in trucks from nearby farms and are slaughtered at Chicago packing houses. Others come by rail, but do not cross a state line. In view of these facts, Attorney Godman asserted, the assumption by the Federal Government of regulatory supervision over the live stock commission men is an infringement on states rights and could be made to include almost any character of business.

He said the open, competitive marketing system as developed by the commission men for the benefit of their patrons is generally conceded by economic authorities to have been largely responsible for the recent rapid recovery of agriculture from the post-war depression. Interference with their established business practices at this time, he said, would result in irreparable injury to the whole industry.

*Extracts from remarks of Mr. O. F. Phillips, chairman, Board of Review, Federal Grain Supervision, made at the conference of Federal Grain Supervision officials, members of the grain trade and grain inspectors at Oklahoma City, Okla., last month.

Protection from Lightning

A Timely Discussion on the Lightning Hazard—Specifications for the Installation of Proper Protection on Grain Elevators

By EUGENE ARMS

SCIENTISTS are not in agreement on many of the technical points, and for many of the peculiar manifestations of lightning no satisfactory explanations have been found. Steinmetz recently succeeded in reproducing with accuracy an actual lightning discharge in his laboratory, and we may expect that the "Wizard" will clear up many of the mysteries. Several factors, however, have been determined with sufficient accuracy so that apparatus has been constructed which gives efficient protection against damage by lightning except in extreme cases.

Lightning is caused by the difference in potential between the cloud and the earth becoming sufficiently great to break down the resistance and form a path to earth, the cloud being positively and the earth negatively charged. One plausible theory of the existence of the difference in potential is that drops of water upon being broken up into smaller drops retain within themselves a positive charge of electricity, and give off into the air a negative charge which is carried off with the air currents.

A single drop of water may be broken and its particles reformed into larger drops many times before finally reaching the earth. It is assumed that this process induces within the cloud a very great positive static charge. The voltage difference between the earth and the cloud becomes very great, often reaching millions of volts before a disruptive spark, or lightning stroke, relieves the stress. The discharge is generally agreed to be oscillatory with frequencies in the hundreds of thousands of cycles per second. It is the extremely rapid rate of transformation in the stroke that makes lightning so destructive.

The electrical discharge, or lightning stroke, will always follow the path of least resistance, and, all other things being equal, the path of least resistance is the shortest distance between the cloud and an electrical conductor to earth. However, a lightning discharge leaves in its path to earth a condition of the atmosphere in which the resistance is considerably reduced. This may possibly explain why lightning does not always strike at the highest point. The path of a previous stroke may have been carried by the air currents in such a manner that a lesser resistance will exist between the positively charged cloud and a low building than between the cloud and an adjacent tree.

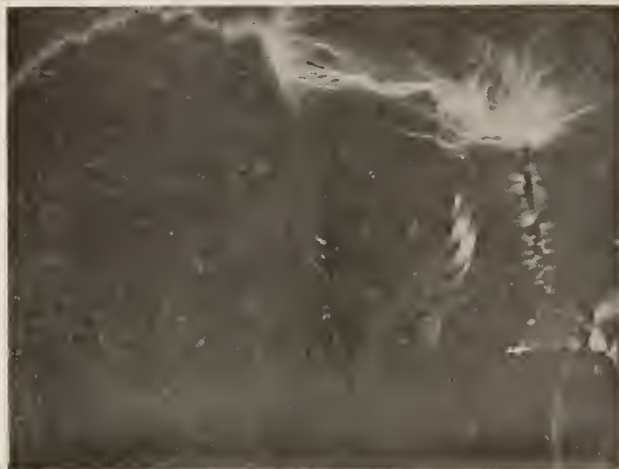
It seems logical to suppose, and the impression is general, that lightning rods draw lightning to themselves, and that a rodged building is more apt to be struck by lightning than an unrodged building. This is not the case. Lightning rods operate to prevent lightning discharge between the cloud and the building.

The positive charge on the cloud produces by induction a negative charge on the surface of the earth in the neighborhood of the cloud, so that the building and surrounding ground are strongly electrified. The negative charge upon the building is discharged by the sharp point of the rod, thus relieving the strain in the air in the neighborhood of the building. As this action goes forward the potential difference between the cloud and the building grows steadily less and the danger of a disruptive discharge is diminished. However, in some instances, the difference in potential between the cloud and the earth is so quickly developed that the lightning rod affords little or no protection against a disruptive discharge, and the result is that the protected building is struck the same as the unprotected building would have been, with the difference that the lightning rods, if properly installed, will carry a ground without injury to the building any except those discharges which are of the highest voltages and the greatest frequency of cycles.

Some of the state departments, and many farm mutual insurance companies have compiled figures on the efficiency of lightning rod protection to farm

buildings. The combined figures from all such statistics would indicate that lightning protection is between 98 and 99 per cent efficient on farm buildings. In other words, on equal numbers of "protected" and "unprotected" buildings, the lightning losses on the one class are only between 1 and 2 per cent of the number on the other class.

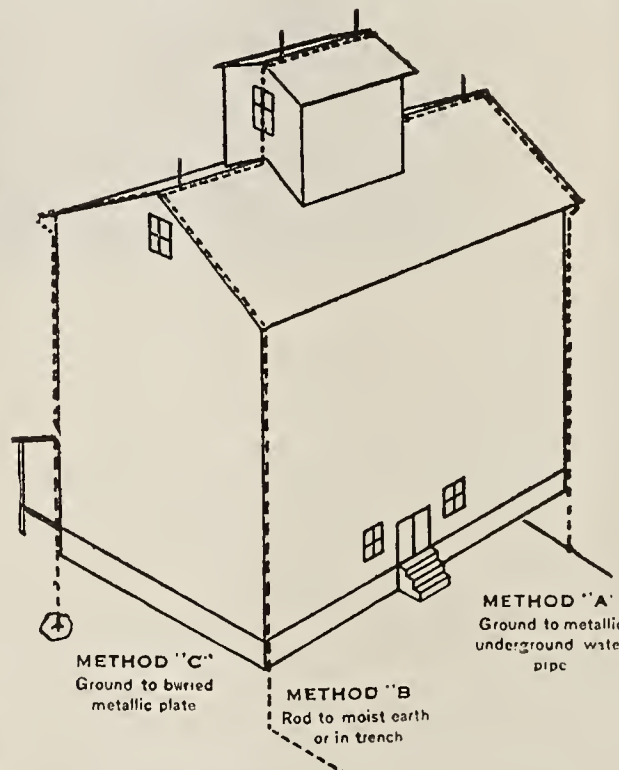
The Associated Mill and Elevator Mutual Fire Insurance Companies have paid \$1,150,769.14 in lightning losses on flour mills and grain elevators



ANOTHER COMPLETE LOSS BY LIGHTNING

during the past 12 years (1910 to 1921 inclusive). The records show that no lightning loss has ever been reported on a plant having standard lightning protection, either standard lightning rod equipment, or a fully iron clad house, properly grounded.

The installation specifications for lightning protection of grain elevators, warehouses and flour



mills established by the Mutual Fire Prevention Bureau for the Associated Mill and Elevator Mutual Insurance Companies are given in substance below, and if followed closely, they are a practical guarantee that lightning will not damage the property or cause loss of life in the building protected.

1. GROUNDING:

As the foundation of a building is the most important part of the structure, so the grounding of a lightning rod system is the most important part of the system. It has been said by some scientists that a poor ground creates a hazard when a lightning rod is connected to it. While this is not to be taken without salt, yet it goes to show that this feature of the installation cannot be taken too seriously.

Furthermore, the grounding must be known to be properly done at the time of installation, for it can never be inspected afterwards, without digging up the grounds.

There are three recognized methods of grounding

covered under A, B, and C as follows, and the one most suitable must be chosen when the nature of the soil is known.

Method A—Attaching the Ground Wire to Water Pipe:

This method is to be preferred in all cases. The connection to the water pipe must be made at a point outside the building. Connection to piping is to be made preferably by soldering the conductor into a brass plug and forcibly screwing the plug into the pipe fitting, or, when the pipes are cast-iron, into a hole tapped into the pipe itself, or by sweating the conductor into a lug attached to an approved clamp and firmly bolting the clamp to the pipe after the rust and scales have been removed.

The idea is to get as good and permanent connection to the underground piping as possible, and one that will best withstand the effects of corrosion. It is desirable to connect to two or more lengths of pipe in order to guard against crippling the protection by injury to or deterioration of a single connection.

Method B—Extending the Rod Into the Ground to Moist Earth:

This method may be used only where the earth is permanently moist up to within a few feet of the top of the ground and the rod should extend at least 10 feet into the ground. If the copper rod would be subject to corrosion due to chemicals in the soil or more area is desired, a pipe driven into the ground should be used. Where no corrosion will take place, it is sometimes desirable to dig a trench, as for instance, where there is a hard pan or rock near the top of the ground, at least 12 feet long and as deep as possible and lay the rod in the bottom.

This method will give good results in clay soil.

Method C—Ground Plates:

Connection to ground plates to be made by riveting and soldering, and the connection to be thoroughly protected against corrosion by painting. The ground plates to be of copper and not less than No. 16 Stubb gauge, about 3 feet square and buried below the permanent moisture level with about two feet of crushed coke or charcoal above and below.

A ground plate of good size, properly buried, is undoubtedly the most satisfactory alternative for the underground pipe system, but is not advised where the pipe system is available.

A heavy iron casting, such as a large pulley, having a superficial area of at least 12 square feet could be used in place of the plate. The conductor should be connected to the casting by riveting and soldering and the casting buried the same as the ground plate above described.

This method is preferable to method B in sandy soil.

2. NUMBER OF GROUND CONNECTIONS:

There shall be not less than four ground connections on any building, one at each corner of a square or oblong building.

An L shaped building will require at least five and a T shaped building at least six ground connections.

3. CONDUCTORS:

(All conductors are commonly spoken of as rods.)

The conductors or rods shall be of copper, weighing not less than 4 ounces per foot. The rods shall be loosely woven or stranded in such a manner that there will be considerable "give and take" so that they will not be misplaced by the settling of the building when loaded.

The rods should be carried from the peak to the eaves of the building, then down the sides to the groundings and should never be carried over the cornice at any point except at eaves. The metal cave spouts and down spouts as well as metal ridge should be fastened to the rods by a soldered connection. The upper horizontal conductor should be carried along the most exposed part of the roof as that is where the lightning is most liable to strike.

4. AIR TERMINALS:

The air terminals are the pointed elevations extending from the conductor into the air. They should in general be located not more than 25 feet apart and in addition upon all high or prominent parts of the roof such as cupolas, chimneys, Texas of mill or elevator, ventilators, etc. The main points to be observed in choosing the air terminals are substantial construction with features provided for making good permanent connection to the rod and solid fastening to the roof.

5. METAL IN THE BUILDING:

Metal apparatus such as piping (other than gas piping), metal water tanks in the attic, etc., should be connected to the conductor. The connection to the conductor should be made as near the roof as possible, and the lower end grounded if the run is vertical.

6. GENERAL:

- (a)—Rods shall not be insulated from the building.
- (b)—As few joints as possible shall be used and all joints shall be made electrically and mechanically secure and protected from corrosion.
- (c)—The rods shall run in as near a direct line as possible, avoiding sharp bends and inclining downward. They shall never run through iron pipes.

In most cases the warehouses and grain elevators are isolated buildings and in the case of the country

elevator, it is the highest building in the vicinity. For this reason it is important that lightning protection should be provided.

In the case of metal clad elevators, the building should be grounded as in the above specifications for rod systems. On two of the corners, rods should extend up the corners and over the eaves, to form conductors, the end being fanned out and soldered to the metal roofing. On the remaining corners the metal cladding should be grounded by approved rods to approved grounds as outlined above.

At least two air terminals should be installed on the highest portion of metal clad buildings, and connected to the metal roof by a soldered connection, which is considered standard and obtains a credit of 10 per cent on a mutual basis rate.

The season for electrical storms is at hand, and there will be, as usual, a number of elevator losses from lightning. You can minimize, almost to the point of elimination, the chance that *your* house may be one of those destroyed.

THE MEXICAN MARKET

The Mexican Chamber of Commerce, located in the Woolworth Building, mentions corn, rice, wheat, breadstuffs among the articles which Mexico would like to import from the United States. The appended editorial paragraph from *The Nation* for April 5 describes the Mexican Chamber of Commerce, among whose directors are James W. Gerard, Elbert H. Gary, Russell R. Whitman of the *New York Commercial*, Jerome S. Hess, the Consul General and Financial Agent of Mexico and others.

For years the propaganda of the oil interests, financially potent yet numerically an insignificant group, has bedeviled our Mexican relations and kept the peoples of the two countries from understanding each other. This agitation, which has been reflected in Washington's policy, has identified Mexico with oil and obscured the fact that our 15,000,000 Mexican neighbors represent a great potential market for American goods. In consequence trade relations, naturally a stimulus to mutual good-will, have suffered. The Mexican Chamber of Commerce of the United States, newly formed with a Board of Directors of well-known American and Mexican business men, augurs a change. A bulletin issued by it lists 247 classifications of American manufactured articles and raw products which Mexico imports; it lists also some 135 products which Mexico exports. Perhaps if this organization had existed 10 years ago, the needless impasse between the two Governments and our blind failure to recognize the most hopeful Government Mexico has ever had, would not have been. One has only to look upon the picture of our relations with our other great neighbor to realize our failure with Mexico.

SOME NEW VARIETIES OF OATS

The production of high-yielding varieties of oats for various conditions has been the principal problem in connection with the breeding of Spring and Winter oats during the past year by the United States Department of Agriculture in co-operation with state agricultural experiment stations. Practically all of those so far produced have been pure lines selected from commercial varieties, but efforts are also being made to combine the different qualities of good strains by hybridization.

Studies are being carried on in co-operation with cereal-disease workers on the resistance of oat varieties to stem rust, crown rust, and smut. The few varieties which appear to be resistant to these diseases are not commercially important, and are being combined with better commercial varieties in the hope of producing resistant strains which will produce high yields of good quality.

In New York four pure lines have been named and distributed to farmers through the Cornell University agricultural experiment station. These are the Cornellian, Comewell, Standwell, and Empire. The Cornellian is a comparatively early variety with certain drawbacks which suggest the need for hybridization with some of the better varieties of white oats. Comewell, Standwell, and Empire are selections from midseason white oats which are giving favorable results in different sections of New York.

The Iogren, a high-yielding selection from Green Russian, one of the most popular varieties in northern Iowa, was first distributed in 1921 through

the Iowa station. This variety should be valuable in northern Iowa, southern Minnesota, and in other states with similar climatic conditions. The Idamine, a high-yielding, pure-line selection from Silvermine, developed at the Aberdeen (Idaho) substation, was first distributed in 1921, when several hundred bushels were available. This oat should prove popular generally for growing on irrigated lands in Idaho and adjoining states.

NEW ELEVATOR AT UPPER SANDUSKY

Upper Sandusky, Ohio, has a strictly up-to-date plant in the new elevator recently completed for Wm. Gregg & Sons. This firm is one of the oldest grain elevator and hay concerns in that section of



THE GREGG ELEVATOR FROM RAILROAD

the country, and stands very high with the trade as well as with the farming community.

The firm was established in 1887, and in 1892 bought the house which at that time stood upon the site of the present plant. This house was built in 1874, and, although entirely of frame with-



OFFICE AND DRIVEWAY AT THE GREGG HOUSE

out metal covering of any kind, escaped damage by fire until the night of September 18, 1921, when it burned to the ground with 13,000 bushels of grain.

Work on the new elevator was started October 10, 1921 and the plant was completed and ready for business, January 25, 1922.

The plant is of frame construction and metal covered over all. The main elevator building is 32 by 30 feet, and measures 69 feet to top of head house. It is constructed of six-inch cribbing with a total capacity of 21,000 bushels, divided into 10 bins, six of which are of 3,000 bushels each, and the remaining four made up of smaller loading bins.

The power for the main plant is furnished by a 15-horsepower gas engine, located in a brick engine-room adjoining. The power is transmitted by a seven-inch belt. The equipment includes two ele-

vator legs; one Monitor Grain Cleaner, two Fairbanks-Morse Scales and one automatic loading out scale. An up-to-date man-lift furnishes a convenient means for reaching the upper parts of the house.

On the north side of the elevator is a covered driveway, 32 by 13½ feet, equipped with a power wagon-hoist and dump, made by the Union Iron Works, Decatur, Ill.

Attached to the main building, on the west side and facing the main street of the town, is a seed warehouse and office building, 80 by 21 feet. This building is equipped with a seed cleaner. This cleaner is driven by a 2-horsepower Fairbanks gas engine. The plant is lighted throughout with electricity.

The father, Wm. Gregg, died in 1919, but had been inactive in the business since 1915. The business is now conducted by the two sons, Alton E., and Claude G. Gregg, and, although a big \$75,000 plant has been erected by a farmers' co-operative company, Wm. Gregg & Sons are easily able to get the large share of the business which comes to the town.

A VIEW OF WORLD'S WHEAT

Sir James Wilson, the noted English statistician recently made a review of the world's wheat condition which has many points of interest. In his computations Sir James uses the quarter which is eight bushels for wheat. During the crop year, August, 1920 to July 31, 1921, importing countries took 82,000,000 quarters, of which Europe took 70,000,000 quarters. On August 1, 1921, all exporting countries had a carryover of about 15,000,000 quarters, 10,000,000 being in Argentine and Australia.

The yield of this crop in the 17 principal importing countries was 27,000,000 quarters greater this year than last, and in the 13 principal exporting countries the yield was 23,000,000 quarters greater, but it seems probable that the consumption of wheat in Europe will be greater this year. He estimates that the carryover in exporting countries this year will be 10,000,000 quarters, which is two-thirds of last year. In regard to the prospect of the coming harvest throughout the Northern Hemisphere, he says:

Regarding autumn-sown wheat, present prospects are as follows: In the United Kingdom an area about equal to last year's has been sown, and promises unusually well. The area sown in France is 94 per cent of last year's area, and is in excellent condition. In Spain, 97 per cent of last year's area has been sown. In Italy prospects are now on the whole favorable. In Germany some damage has been by frost. In Poland the area sown is reported as 124 per cent of last year's—in Bulgaria 86, and in Roumania only 69 per cent. In North Africa prospects are now good, but a comparatively small area has been sown. On the whole, prospects are decidedly good in Western Europe, fair in Central Europe and poor in the Danubian countries.

In Canada the usual small area has been sown with Winter wheat. In the United States the area so sown is 99 per cent of last year's; the serious drought which prevailed in the Southwest has now been relieved by general rain, but probably a considerable area will be abandoned, and the total yield seems likely to be inferior to last year's.

In the countries where wheat is sown in the spring, the recent rise in the price of wheat is likely to induce farmers to sow as large an area as weather conditions render possible. For instance, in the United Kingdom the average price received by English farmers for their wheat in the week ending March 4 was about 66 per cent above the pre-war price, while for their barley they got only 47 per cent above pre-war price, and for their oats 58 per cent above pre-war price. In the United States the prices paid producers on February 1, as compared with prices paid on the corresponding date on the pre-war five years' average, were: Wheat 167, Maize 105, oats 106, barley 90, rye 131, hogs 121, beef cattle 118. On the whole there is at present no reason to suppose that the yield of wheat in the next cereal year will be less than it has been this year, or less than the world's effective demand. But no one can foretell the future weather, or how much wheat charity will send to Russia.

THE wave length used in broadcasting quotations of the Kansas City Board of Trade has been changed from 375 meters to 485 meters so as not to interfere with so many other sending stations.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., APRIL 15, 1922

SENATOR CAPPER EXPATIATES

THE agricultural bloc has covered a lot of good white paper in explaining to the country at large the virtues of the Capper-Volstead Co-operative Marketing Law which was recently passed by Congress. But it will take more than printers' ink to inject virtue into a thoroughly rotten and vicious measure which, in its strictly class exemption of the operation of a general law, is directly opposed to the spirit, at least, of the Constitution, and a violation of the principles of equality upon which the Government was founded.

Senator Capper, always eager for publicity and always, apparently, able to get it, is the author of an explanation which is a mixture truth and falsehood that is particularly dangerous. After telling about various grain marketing plans, he makes a statement which, by inference at least, links up with grain marketing. He says:

As yet, so far as the food-buying public is concerned, I do not believe it appreciates what favoring possibilities the law holds for it in shortening the road to market and in reducing the expenses of the trip.

Usually the most a farmer gets for his stuff is about 30 per cent of the price that the consumer is charged for it. And usually the least the consumer is asked to pay is 2 1/3 times more than the farmer's selling price, or an advance of 233-1/3 per cent. The spread between the farmer and the consumer will average about 70 cents of the consumer's dollar.

This large margin, so much larger than the entire cost of the product, is mainly due to our elaborate and wasteful system of marketing.

Senator Capper is well aware that the consumer of grain does not pay 2 1/3 times the selling price of the farmer. The only appre-

ciable difference in farmer's price and consumer's cost is in freight rates and no marketing system can overcome that. Perhaps the Senator refers to the difference between the price of wheat in Dakota and the cost of bread in a fashionable hotel in Washington. That is a favorite argument of his, but of course has nothing to do with the case.

The only possible way co-operation can decrease the cost to the consumer is in providing greater competition. This and this alone is the instrument which brings out economies in management that cut costs. If the co-operative societies were ever able to affect a monopoly, which they never will, this inspiration toward economy will be gone and the consumer will pay more for his food than he ever has before.

THE WINTER WHEAT CROP

THE Government estimates for Winter wheat and rye were in close conformity to the private reports which had been previously issued. Whatever there was of a bearish nature in the report had been discounted in advance, so that the report made little impression on the trade. The average condition for Winter wheat on April 1 was 78.4, as against 91 last year and 84.3 the 10-year average. The condition improved 2.4 points from December 1. This is unusual for the 10-year average shows a decline of 4.7 through the winter.

Taking condition as a basis and figuring on average abandoned acreage and other losses, the prospect is for a crop of 572,974,000 bushels, compared with the crop of 587,032,000 as estimated on April 1, 1921 and 543,879,000 bushels actually produced last year. With its poor root start last fall the crop is in a condition to be damaged more easily than usual, and the outturn cannot be told with certainty until it is actually threshed.

The condition of Winter rye on April 1 was 89 per cent of normal, as against 90.3 last year and a 10-year average of 88.5. This estimate intimates a crop of 69,667,000 bushels, compared with 57,918,000 last year, and a five-year average of 66,474,000 bushels.

THE NEW TARIFF

FARMERS are well protected by the new tariff now under consideration if the conclusion of the Senate Finance Committee can be accepted as indicative of the final schedule. The rates on farm products were first settled by the farm bloc, and now the Senate committee has put the stamp of its approval upon them. Many of the items in the schedule need no protection for we are exporters of them and not importers. But no doubt the farm bloc is looking ahead to the time when farm organizations shall have obtained a monopoly of farm products, then the tariffs will be useful.

The tentative rates are fixed as follows: Wheat, 30 cents per bushel; barley, 20 cents; oats, 15; rye, 15; corn, 15; cattle under two years, 1 3/4 cents per pound; fresh beef and veal, 3 1/2 cents; sheep and goats, \$2 per head;

mutton, 2 1/2 cents; lambs, 4 cents; bacon and ham, 2 cents; fresh pork, 3/4 cents.

So long as our farm crops are on an export basis the tariff will make little difference one way or another, except for one thing. Other nations have an irritating and extremely selfish habit of reciprocating our schedules, so that the arrangement may make it difficult for exporters and eventually work back against the farmers themselves, but that is a long way to look ahead.

A POSSIBLE WHEAT POOL

WHILE the U. S. Grain Growers is dying of mismanagement and inanition, the American Wheat Growers, Associated, is going ahead with plans to begin marketing by May 1. This body was organized, tentatively at Denver and Kansas City, definitely at Chicago on March 20. It is based on a 100 per cent pooling plan with headquarters at Minneapolis, Kansas City, and Portland, Ore. The pooling plans have to be referred back to each state organization, but as the leaders are enthusiastic about the scheme it is presumed that the rank and file will concur for a tryout.

We say "tryout" advisedly. The pool plan contemplates orderly marketing, that is they will hold back the grain if the price does not meet their views as to what it should be. Such a plan may work occasionally but not always. The profits in farming cannot be figured accurately as of any one year, but must be taken over a series of years to get a real and complete picture. The cost factor of one crop cannot be put against the selling price of that crop. It also must be averaged.

But the published views of the wheat growers indicate that they will hold wheat, if necessary, from one crop to the next. This, pursued as a deliberate policy over a series of years will prove suicidal, for wheat is a world food and is raised in every part of the globe. Just as we have accommodated ourselves to Russia's disappearance from the wheat trade, so the world will disregard an American wheat pool's holdings if it refuses to meet world prices. No country, not even America, can dictate a price. The wheat growers are laying their plans on a foundation of monopoly, whereas there can be no monopoly of such a liquid commodity as wheat. This is the quicksand which will destroy that foundation as certainly as day follows the night.

ANOTHER PROP

WHAT has become of the old-fashioned farmer who went to his bank and got the accommodation he needed and paid up when his notes were due? The publicity which is given to various Government agencies that lend money to the farmer, leads to the belief that the breed is extinct. Through the petting of politicians many farmers have come to depend on outside sources of support, until they have come to consider themselves abused unless Uncle Sam gives them props by which they can hold themselves up.

It is no function of our Government to go into the banking business, any more than it

is for it to take up wheat raising on all Federal lands. We have accepted the plan of Government aid in the crisis which is now past, but there is danger lest we forget that it was for emergency only, and is not a permanent departure from our established policies.

Senator Stanfield of Oregon seems to have forgotten. He is author of a plan by which the War Finance Corporation shall advance \$5 per acre to all wheat growers of the West. The security would be the growing crop. In such plans as this there is no thought of retiring the War Finance Corporation. In common decency they might at least change its name, but better still would be to close up its affairs and once and for all get the Government out of the banking business.

EDUCATION OR COERCION

THERE is a great deal being said and written concerning the settlement of the debts which Europe owes us. Views on the topic vary from wholesale cancellation to the demand for immediate payment. As we agree or disagree with each writer so we class his utterance as an attempt to educate the ill-informed or as an effort to coerce a nation against its superior judgment. As a matter of fact there are so many of us and our intelligence is so varied that it takes time and mighty effort to crystalize an opinion one way or the other.

As to the debts, we are of the opinion that eventually they will be cancelled, simply because we cannot collect, and a stabilization of foreign exchange will be indefinitely delayed otherwise. During the months immediately following the armistice it was no unusual thing for fluctuation in exchange alone to make a difference of from 5 to 10 cents a bushel for export wheat in the course of 24 hours, even when the Chicago price remained stationary. It is important for the grain trade that foreign exchange be stabilized.

Most of our leading economists are agreed that cancellation is the only logical solution of our debt problem. The idea is far from popular for everyone recognizes that the obligations are just, and that we are suffering under a burden of taxation which payment of these debts would alleviate. But you can't squeeze blood out of a turnip, nor can you collect money from a bankrupt. It narrows down to one simple equation: Will we gain more by payment which can only be long years in the future, or by an immediate increase in foreign trade made possible by a more normal exchange situation?

THE NEED OF ACCURATE REPORTS

WHEN the reports of Europe's crops began to come in last fall there was great rejoicing abroad that the bread grains had escaped the drought and that the quantity was far greater than the year before. On the face of these returns, the volume of export buying each month was a surprise. Australia and Argentine both seemed to be doing well with their wheat, and there was little in the foreign situation to give confidence

enough in future prices to hold the support that was given to the first rush of fall grain which was of almost unprecedented volume. Gradually the speculators were worn down, many of them losing heavily until within the last 60 days true conditions have become known and the market has responded.

Now it appears that the late sowing of winter grain combined with early drafts on the new crop will result in a 13 months' consumption of the new crop instead of 12 months. The outturn in Australia and Argentine are less than expected, and, anticipating the future, European farmers are holding back their supplies to make up for the certain deficiencies of the growing crops, the prospects of which are far from favorable.

The experiences of the year point in no uncertain way to the necessity of our having our own trained observers in foreign countries, so that we can be kept advised of true conditions. Europe has several crop reporting agencies, but it must be remembered that they represent buyers exclusively. We do not impugn their integrity, but certainly their whole interest is on the bear side of the market, and they would not be human if this failed in some degree to affect their judgment.

A corps of crop reporters, acting through representatives of the Department of Commerce, would cost the Government but a fraction of the losses which our farmers and operators have sustained this year on account of the delay in getting a comprehensive view of the true situation.

NOW YOU CAN SMILE

AMONG the resolutions passed at the recent annual meeting of the U. S. Grain Growers, Inc., an account of which can be found on another page, was the following: "We regard it as a most significant compliment to these gentlemen (the Committee of Seventeen) that repeated efforts of our opposition to find fundamental faults with the plan have been unsuccessful."

Is the U. S. G. G. kidding itself, or is it merely paving the way for a "forlorn hope" campaign for new members? Perhaps they are speaking literally, from the fact that the U. S. G. G. really never did have any plan except to collect all the money they could, so of course the opposition couldn't find fundamental fault. But of one thing the Grain Growers can be sure, neither the opposition nor the thousands of deluded farmers who have contributed, approve of the fact that, after having collected \$626,008.71, the organization has nothing to show for it except debts. Not a bushel of wheat has been marketed by the organization, nor is it any nearer being in a position to do so than it was a year ago.

If this record of incompetence, waste, and all the vices of cheap politics does not waken the farmers up to the real situation, then they are deluded indeed and might as well hand over all their possessions to Gustafson, et. al., at once and have it over with.

The mere fact that the officers would call a meeting in the face of such a record without having a definite marketing plan to offer speaks more for their nerve than for their

knowledge of the grain business or ability to handle any affair of magnitude. The trouble is that the Grain Growers has bit off so much more than it can chew that it is choking to death. *Requiescat in Pace.*

BUSINESS BY RADIO

RADIOPHONES have become so popular as playthings and so many agencies are contributing to the entertainment of users that their usefulness has been seriously curtailed through the confusion of the air waves. The fact remains that the radiophone is one of the most useful contributions of science to business, and the scope of its usefulness is only beginning to be appreciated.

The control of the air will have to be assumed by the Federal Government. Sending time and wave length will have to be regulated with care, for the invention is far too valuable to be relegated to the realm of entertainment, at the expense of the commercial enterprises of the country.

In no field has the radiophone a more important place than in the grain trade, and many of the principal exchanges have instituted regular half-hour service which brings the most remote country elevator into immediate touch with the latest market developments. The old complaint, that the terminal market operator had an advantage over the country dealer in the information that was at his command, is no longer tenable, for not only the market changes are broadcasted, but also the factors which brought about those changes. The farmers have been complaining for years that their information was always inadequate and often incorrect. The Department of Agriculture will see to it that his information is always the latest available and unimpeachable in character. The little machine which anyone can purchase is bound to make profound changes in market conditions, and all changes for the better.

CO-OPERATIVE COMPETITION

WE ARE in receipt of a number of letters commenting favorably on the article by L. W. Railsback. Some of these letters appear on another page, others are withheld at the writers' request, for fear that the opponents of the writers might make capital of it in creating antagonism in their community. No doubt this danger does exist in some communities, but the factors of successful competition with co-operative concerns are generally straight business common sense wisely applied, and no farmer could take exception to them.

These factors are recognized by the successful co-operative manager, just as they are by the successful independent. The manner in which an elevator company is organized has nothing to do with the case. Success or failure lies in the management, not in the kind of company.

Recently a successful co-operative manager in Nebraska was asked the reason that so many co-operative companies failed. His answer was curiously similar to Mr. Railsback's: First, inefficient management, the in-

efficiency sometimes being in the manager and sometimes in the board of directors; second, the attempt to cover too much territory and handle too many lines; third, carrying a stock too large for the capital; fourth, handling lines that are already carried by other merchants in town, thereby inviting enmity; and fifth, not permitting a good manager to manage. The principles hold true for any business, so that the elevator dealer has no more to fear from co-operative competition than any other kind, in fact, as Mr. Railsback pointed out, generally much less.

EDITORIAL MENTION

Crop crape-hangers are having a hard time competing with buyers who will not buy.

The Co-operative Union Elevator Company of Cleveland has chosen a bad time to raise \$200,000 for reorganization purposes. They should have put it over before the U. S. G. G. meeting.

The hearings on the grain grades brought out many differences of opinion, but there was general agreement that grain in any terminal market received its full market value whatever its quality.

The First National Bank in St. Louis says: "In 20 days every grain of corn in the United States will be trying to grow." Reports on the young pig crop indicate that a great many grains will be sadly discouraged in their effort.

There are reports that there is considerable acreage in the Texas Panhandle being reseeded to Durum. The only virtue Durum wheat has is in its flinty quality, and there are no records available that this quality can be preserved to any extent in Soft wheat territory.

During the 1921 season, up to December 1, only 31,454,824 registered tons passed the Soo, as against 58,194,083 tons last year. The tonnage eastward from Lake Michigan and Lake Erie ports was probably considerably larger than last year, although no definite figures on this point are at hand.

The Field Museum at Chicago, through the co-operation of the U. S. Department of Agriculture, has installed a permanent exhibit of grain and hay which includes some that are authoritatively declared to be similar to those used by man 10,000 years ago. They lack the affidavit of the original user of course, but the exhibit has been gathered by scientific experts, and as there is no "miracle" wheat for sale, it is probably authentic.

Through various agencies America is spending \$52,919,000 in Russian relief. A few people over there will be sincerely grateful, but we venture the opinion that the general feeling in Russia will be simply resentment, that a country so fabulously rich as to give

away this amount of money, should not recognize the bolshevik state and resume commercial relations based on unlimited credit.

More than 40 grain elevators in North Dakota have burned since last July. Incendiarism is charged in many cases by the state fire marshall. Insurance companies must be having a growing interest in moral hazards, as the same thing occurred in the nineties when it was cheaper to burn than to operate.

A new elevator for New York City is proposed. The state has one under construction at Gowanus Bay, South Brooklyn, but the industries in that vicinity are expected to absorb all the facilities which the house has to offer. Some day even the West may be proud of New York harbor and its grain handling facilities.

Congressmen evidently consider the Federal budget system a joke. The House added \$15,000,000 to the pork barrel bill, the Rivers and Harbors Appropriations, without batting an eye. Voters alone have the power to impress their representatives that the budget is not a joke. The Government can't spend a dollar unless it gets it from us. Let Congress save the dollars, it's our money.

Unless the Government interferes the coal strike will be lost and won by the miners. They will lose the issue upon which the strike was called, but that loss will drive enough miners into other industry so that those who remain will have steady work at fair wages. The trouble has been that the industry is overmanned. A housecleaning will benefit miners, operators and the public.

O. P. B. Jacobson, the high mogul of grain grading politics in Minnesota, says that the proposed new grades would cause greater discrimination than the old. What Minnesota growers desire is for run out Minnesota wheat to get the highest grade and let the better grades from Dakota and Montana take their chances for a premium on the cash tables. The whole trouble is that politics and not agriculture is being fostered.

Railways serving the eastern and the southern gateways have been see-sawing rates, every reduction calling for suspended supplement and hearings before the Interstate Commerce Commission and continual uncertainty in the grain trade as to the rate situation 30 or 60 days hence. Docket No. 13510, in which the entire export grain port differential situation will be reviewed, should be considered by the Commission at the earliest moment.

A report which has just been issued by Dr. George N. Coffey, state leader of Illinois farm advisors, is rather encouraging. He seems to think the Illinois farmers are not supporting the county farm bureaus as they did when they were first organized. At present the state agricultural association, which is the federation of all the bureaus, has a paid up membership of 70,000, as against 110,000 in its more prosperous days. Apparently 40,-

000 farmers have seen the light. Perhaps the reason is shown in a recently published statement of an Iowa county agent which contained among others the following items: salaries, \$4,988; traveling expenses, \$1,023.77; office expense, \$3,157.65; specialist expense, \$1,286.13; farm bureau, \$2,370; club premium, \$287.25; notes paid, \$120. The total expenditures for the year were \$14,027.49. No wonder the farmers are getting tired.

The Roumanian Government has passed a law to break up large estates and give peasants an opportunity to own land. Present landowners are left from 500 to 1,000 acres, according to the district population, and for the land expropriated are given bonds maturing in 20 years, equal to the rental value over that period. These bonds to be paid by the peasants who get the land, and the interest to be taken care of by the government. How much more simple was the Soviet scheme in Russia—kill off the landowner and his family and give the land away.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

of the "American Elevator and Grain Trade," published monthly at Chicago, Ill., for April 1, 1922.

State of Illinois, } ss.
County of Cook, }

Before me, a notary public in and for the State and County aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator and Grain Trade," and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Mitchell Bros. Publishing Company, 431 South Dearborn St., Chicago, Ill.

Editor, Richard Pride, 638 York Place, Chicago, Ill. Managing editor, H. H. Mitchell, LaGrange, Ill.

Business manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

M. B. Mitchell, Ottawa, Ill.

M. W. Mitchell, Washington, D. C.

John E. Bacon, 4546 Clarendon Ave., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owing or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only).

A. J. MITCHELL,
Business Manager.

Sworn to and subscribed before me this 28th day of March, 1922.

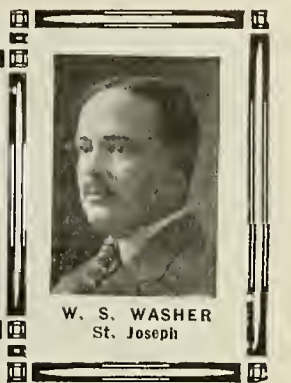
HENRY S. LOVELY.

(My commission expires April 3, 1924.)

[SEAL.]

J. R. MURRELL, Jr.
Cedar Rapids

NEWS OF THE TERMINAL MARKETS

W. S. WASHER
St. Joseph

CHICAGO BOARD OF TRADE RENEWS PRIZE

The Chicago Board of Trade, Chicago, Ill., has renewed its \$10,000 premium list for the Fourth International Grain and Hay show to be held in connection with the International Live Stock Exposition for 1922, at Chicago. This is the fourth consecutive year that the Board has offered the big premium list in the interest of better crops.

FELLOWSHIP CLUB ELECTS

The Board of Trade Fellowship Club of Chicago, Ill., held its annual meeting the last week in March and elected the following officers: President, Frank Worack, with Sawers Grain Company; vice-president, Jas. Murray of Shaffer-Stream Company; secretary, Wm. H. Fenton, with Al V. Booth & Co. The club does a very large benevolent work among the clerks of the various firms, members of the Board of Trade.

NEW OFFICERS AT DENVER

At the annual meeting and election of officers on the Denver Grain Exchange, Denver, Colo., held in March, the following officers were elected to serve the coming year. C. E. Williams of the Crescent Mills was elected president for his second term; N. C. Warren, Moody-Warren Commercial Company, vice-president; O. M. Kellogg of Kellogg Grain Company, vice-president; Z. H. Connell of the Rocky Mountain Grain Company, treasurer. C. B. Rader was reappointed secretary.

IMPROVED FOREIGN DEMAND

There is evidence of a better foreign demand, certainly markets abroad have shown a much better tone of late and in the face of large world's shipments seem to show that wheat is not burdensome.

The estimate on this week's Argentina shipments well below 3,000,000 bushels and it is confirming recent predictions that shipments from there would fall off. There appears to be inquiries from Italy and France also was said to be after cargoes. The Greek business is not expected to be in the market until later.—*J. Rosenbaum Grain Company, Chicago, Ill. Market letter of April 12.*

SOMETHING NEW; SOLOMON IS WRONG

Pope & Eckhardt Company of Chicago say in a late market report: "Chicago market prices and news by Radio Telephone are welcomed with the greatest enthusiasm by the grain trade in the interior. The press everywhere are publishing extensive other programs, but the commercial side of this evolution will surely continue to make tremendous progress in the very near future. This subject is intensely interesting: Even the 'Knockers' concede that it is far past the experimental stage. It is here, and bound to stay. Many country grain dealers are already equipped, and have nothing but the highest praise for the Board of Trade here for promoting this big forward step."

BEST OF FACILITIES AT MILWAUKEE

Relative to conditions in this market, will state that at the present time there is not very much of interest to write about. One of our largest elevators has been shut down for sometime for repairs but will be open for business the last of this week.

As you know navigation opens up on midnight of the 15th of this month and this will undoubtedly relieve a good deal of the congestion here. Our bids "to arrive" in Milwaukee are fully in line with Chicago and in some instances better than Chicago. Of course we are in the grain commission business

and are boosting this market all that we can and we cannot help but feel that Milwaukee will be on the map in the very near future. We have better facilities here for rendering prompt returns on grain than practically any market in the country.—*Blanchard Grain Company, Milwaukee, Wis. Market Letter of April 12.*

A GROWING MILWAUKEE GRAIN FIRM

Three years ago this month, or to be more exact, on April 6, 1919, the firm of Blanchard Grain Company was formed at Milwaukee, Wis., to carry on a general grain receiving business. In our illustration the gentleman seated at the right is Guy Blanchard, head of the house, and at his side is the efficient cashier, E. L. Patterson, who has been associated with the company since its inception. A new traveler was added this month, J. J. French, recently with C. H. Thayer & Co., of Chicago, who will represent the firm in Iowa, Minnesota and South Dakota, the states from which their shipments are principally drawn.

Mr. Blanchard was born in Sleepy Eye, Minn., July 11, 1886, and removed to Marshall, Minn., in 1896, where his father was engaged in the milling



E. L. PATTERSON AND GUY BLANCHARD

business. After leaving school he obtained a thorough knowledge of milling from which there is but a short step to the grain business. His first experience with grain lines was gained with the Gould Grain Company and later with Van Dusen-Harrington Company, Minneapolis, Minn., for which houses he traveled during the time intervening between 1907 and 1917 throughout the Northwest. In 1917 the Godfrey-Blanchard Grain Company was formed at Minneapolis, and two years later Mr. Blanchard removed to Milwaukee, where the present firm was formed.

THE MARKET AT BUFFALO

Our spot grain market has ruled very dull and quiet the past few weeks. Owing to light receipts the tendency of prices has been slightly higher, particularly for track grain. Elevator stocks have been reduced materially the past few weeks but with navigation opening on the 15th, arrivals by lake will no doubt be heavy for a few weeks and elevator stocks built up again.

Arrivals of rail grain promise to be very light until after corn planting and as a number of local millers have a decided preference for rail grain over the ex lake grain, we look for arrivals by rail to command a good premium until the next movement from the country takes place.

The wet weather experienced in the West recently has also extended to the East with a result that country roads have been broken up and farmers unable to get to town to replenish supplies. Our re-

ports are that stocks in consumers hands in the East are again very low and as soon as roads are again in shape we expect to see a brisk demand for a short period at least as there will be no pastures in this vicinity for several weeks yet.

The past few days there has been an excellent demand for mill feeds and such demand is usually followed by a similar demand for grain.—*J. G. McKillen, Inc., Buffalo, N. Y., Market letter of April 12.*

SLOW DEMAND AT PRESENT

In spite of the fact that grain receipts have been very light, the demand appears to have been lighter.

We hardly recall a time when we have had such an awfully dull grain market.

Heavy milling wheat is in better demand than any other grade, but off grades are very hard to sell, especially any that show a large per cent of heat damaged grain. The demand for corn and oats is very slow.

In spite of the poor demand, we find that most of the trade feel that all grains are in a position to work higher, and are very favorably inclined toward the July option.—*Mutual Commission Company, Cincinnati, Ohio. Market letter of April 12.*

ATCHISON BOARD BRANCHES OUT

A department has been established by the Atchison Board of Trade known as the official Flour and Wheat Inspection Department. The purpose of the new department will be to conduct customary official inspections on flour to determine its moisture content, its soundness, uniformity and the condition and weight of packages, as well as a complete analysis when requested or required.

The department will also conduct official analysis to determine the protein, dry gluten and acidity (as lactic acid) of wheat submitted to the department for testing. G. L. Alexander and R. L. Patterson, commercial flour chemists of Atchison, Kan., have been appointed as the official inspectors and chemists to conduct these inspections and analyses.

CORN AND OATS IN GOOD DEMAND

Conditions in the cash wheat have been very unsatisfactory to the trade for the past 30 days and yesterday was the only bright spot we have had for several weeks, when we worked about 100,000 bushels of wheat out of this market for the millers, but we think it is only a temporary demand from the millers and that they are buying to cover short sales of flour. There is evidently an abundance of wheat throughout the Soft wheat belt and it keeps coming in on every little advance; the quality however, has been very low, only about 5 to 10 per cent of it grading good milling wheat.

There has been a good demand for corn, although the market has not been very broad. We think any increased run of corn would result in lower prices, however the market here has been well maintained all through the winter and dealers are holding up now on account of the germinating season.

Cash oats have been in good demand and have held fairly steady all through the winter. Illinois, Missouri and these western oats are all pretty well moved, while we seem to have plenty of oats yet to come from Iowa, the quality however, is not of the best.

Crop conditions are rather unsatisfactory in the Southeast and Southwest; the crop has been injured by the drought, to a considerable extent in certain localities, and in the past week the high water along all of the main rivers has overflowed

the banks of the rivers and destroyed thousands of acres of wheat, which wheat you understand, is of the very choicest variety, as it is the very Soft Winter wheat. We think this will be considerably missed in our receipts this season.

There have been no oats sown in any of the St. Louis territory, that we have heard of. Farming generally is delayed about two weeks. We rather look for some further upturn in the prices of all classes of grain in the next 2 or 3 weeks.—*Elmore-Schultz Grain Company, St. Louis, Mo. Market letter of April 12.*

ELECTION AT MILWAUKEE

At the annual election of officers on the Milwaukee Chamber of Commerce, Milwaukee, Wis., the following officers were chosen: President, Harry H. Peterson; first vice-president, Albert R. Taylor; second vice-president, A. R. Templeton, secretary-treasurer, Harry A. Plumb. The new directors elected were K. R. Froedtert, L. Ross Fyfe, and Edward La Budde, Board of Arbitration, Linus J. Beek, Charles F. Coughlin and Otto R. Sickert. Members of Board of Appeals: A. L. H. Johnston and Hugo Teweles. The new officers were installed with fitting ceremonies on April 10.

INDICATIONS FOR LIGHT RECEIPTS

Receipts of corn have been light here the past few weeks and prices have been holding up well and compare favorably with values in other markets. Industries are taking all arrivals. There has been practically no business done for shipment recently on account of the fact that industries have been paying more for corn than could be obtained for shipment. Indications are for a continuation of light receipts for some little time, as farmers will be busy with their spring work as soon as the weather permits.

Receipts of oats have been fair, and while the demand has not been active, arrivals have been disposed of at very good prices.—*Mueller Grain Company, Peoria, Ill., Market letter of April 12.*

FROM VAN WERT COUNTY, OHIO

We are experiencing a very late spring, and all spring seeding has been greatly delayed on account of the excessive rains, high waters, in this territory.

There is only about 5 per cent of the Spring oats sowed. Grass, wheat, and rye are making a very vigorous start, which predicts early pasture, but all the farmers' work is at least 20 days behind other seasons caused by the excessive rains. Business is at a standstill now because of the bad roads.

We do not look for any improvement until we get some favorable weather. There is quite a lot of hay, as well as corn and oats, back in the country to move to the market later in the season. Although the movement of grain, and hay is very light there is a very light demand for the same.

We will have a good movement of grain and hay, during May after corn planting.—*The Pollock Grain Company, Middlepoint, Ohio. Letter of April 12.*

WATCHFUL WAITING

The public does not appear interested in wheat. Stock market has been active and traders are in that market. They may turn to grain any minute and we feel that any increase in outside trade will be on the buying side of July and September wheat. Crop reports are bullish enough and any increase in the damage reports will start foreigners to buying. Exporters are quiet, waiting for a decided trend in the market. Foreigners appear to be waiting for the bears to break the market and they have always been known as good waiters. Liverpool will be closed from Thursday until next Tuesday account Easter holidays. American markets will close Friday for Good Friday. These holidays may restrict trade and give the bears a chance to depress values. Fair export demand for rye. Private reports indicate that Spring wheat acreage Minnesota, North Dakota and Montana will be reduced. Weather next two weeks will be a factor. No increase in acreage is expected in any of the Spring wheat states.

Corn and oats quiet. Country roads impassable

and farmers' deliveries are practically nothing. Outside trade light. May longs sitting tight.—*C. A. King & Co., Toledo, Ohio. From Special Market Report of April 12.*

CHANGES IN MEMBERSHIP

Chicago.—The following changes in the membership of the Chicago Board of Trade have been made recently: Admitted to membership, Charles A. Schreiner, Frank R. Howard, Potter L. Smith, John A. Rodgers, Jr., Carl M. Deakin, Charles A. Funk, Ernest C. Rycroft, Thomas F. Lynch, Edmund J. Creighton, Walter G. Moorhead, Clarence L. Graff, John H. Ehrhardt, Rudolph J. Kudlata and Albert George Boesel. The following have been transferred: Estate of Clinton L. Childs, Estate of H. H. Robinson, Estate of Albert K. Taylor, George E. Bunting, H. W. Ladish, Estate of Joseph W. Schmidt, Estate of B. Frank Howard, Harley McCordel, W. R. Hauptman, Thomas G. McCarthy, Edgar Gifford, John B. Swearingen, Gerald Ehnberger, William A. Tilden, Paul Tietgens, D. I. Van Ness, Francis S. Waller, Charles E. Gifford, Myron K. Bettis and Estate of Albert L. West. Harry D. Gibbons was suspended from membership, as was C. H. Thayer, the latter for term of five years. Elmore D. Dier and Frank E. Webb have been expelled from membership on the Board. Reported by Secretary John R. Mauff.

Cincinnati.—New members on the Cincinnati Grain & Hay Exchange are: City Ice & Fuel Company, Joseph Adams representative; Ferger Bros., John Ferger, representative; Thomas M. Dugan & Co., Thomas M. Dugan, representative; Cincinnati Seed Company, Robert O. Strong, representative. The D. O. Cross Company and Bunting & Hill have withdrawn. Reported by Executive Secretary D. J. Schuh.

Kansas City.—F. C. Blodgett, F. J. Fitzpatrick and F. T. Fisher have been admitted to membership on the Board of Trade. The memberships of George M. Vogt, E. W. Shields, deceased, and E. O. Moffatt have been transferred. Reported by Secretary E. D. Bigelow.

Milwaukee.—Charles Harris, William W. Nicholas, A. J. Pick, and Peter F. Schmitz have been elected to membership in the Chamber of Commerce. The memberships of E. G. Hadden, Arthur E. Martin, S. F. Mayer and F. A. Piehl have been transferred. Reported by Secretary H. A. Plumb.

Wichita.—Memberships on the Board of Trade have been granted to D. R. Brooks and D. P. Lorenz. H. A. Braunagel and A. W. Stiles have withdrawn their memberships. Reported by Secretary R. B. Waltermire.

TERMINAL NOTES

Shepard & Gluck, grain, stock and cotton firm of New Orleans, La., went into liquidation late in March.

Kay, Richards & Co., have succeeded the firm of Childs, Kay & Woods, grain and stock firm of Pittsburgh, Pa.

The old Meridian Board of Trade of Meridian, Miss., has been reorganized as the Meridian Chamber of Commerce.

George K. Walton, until recently with the Hipple Grain Company at Kansas City, Mo., has become connected with Goffe & Carkener, Inc.

George H. Davis was recently appointed chairman of the Finance Committee of the Kansas City Board of Trade to succeed the late E. D. Fisher.

Chas. G. Olson, formerly with E. W. Wagner & Co., of Chicago has become a cash grain salesman "on Change" for Bartlett Frazier Co.

John Gilles of the well known grain and stock firm of Hulburd, Warren & Chandler of Chicago, Ill., is spending the month of April in California.

The E. L. Welch Company, grain commission merchants of Minneapolis, Minn., with offices in St. Paul and Duluth, suspended operations late in March pending consideration of a rearrangement of the firm's affairs. No application for a receivership or examiner was made, the suspension resulting from refusal of their applications to banks for further credit extensions. The Security Elevator

Company, holding corporation for a string of small elevators in Minnesota and other northern states, was not affected.

Philip H. Schiffin, Jr., of Philip H. Schiffin & Co., grain commission firm of Chicago, has been admitted to membership in the Chicago Board of Trade.

Members of the Kansas City Board of Trade subscribed the sum of \$1,450 to a relief fund for those made homeless by a recent cloudburst at Burlington, Kan.

Waller & Co., of Evansville, Ind., owning and operating grain elevators in Illinois, Indiana and Kentucky, are selling out their elevators and will go out of business.

F. D. Gill, until recently with the E. L. Welch Company of Minneapolis, Minn., has become connected with the Minneapolis office of Hales & Hunter Company of Chicago, Ill.

E. R. Gardner, late chief inspector of the Merchants Exchange, Memphis, Tenn., has become associated with Walter M. Browne, grain, flour and feed broker of that market.

Kansas City Board of Trade memberships are now selling around \$14,000 and it is predicted that new certificates will be sold from the secretary's office at the fixed price of \$15,000.

C. B. Cozart of the C. B. Cozart Grain Company, Oklahoma City, Okla., has been elected president of the Oklahoma City Grain Exchange, succeeding Garland White, who resigned.

The firm of Douglas Parker & Co. has been formed at San Francisco, Calif., to carry on a general business in grain and feed. Mr. Parker was recently with Rosenberg Bros. & Co.

John C. Elliott of the Elmore-Schultz Grain Company of St. Louis, Mo., recently applied for membership in the St. Louis Merchants Exchange, St. Louis, Mo., on transfer of certificate from W. C. Stith.

The H. E. Neimeyer Commission Company of Cincinnati, Ohio, has added a hay shipping department to the business which will be under the management of Sherman J. Boss, who has had 15 years of experience in this line of endeavor.

The A. C. Gale Grain Company has absorbed the hay firm of Gale-McMillen Company of Cincinnati, Ohio, and the firms are now under one management. Albert Hess, who has been manager of the hay department, remains in that position.

B. A. Consignor of Post Office, Anywhere, sent out a mysterious letter having to do with "Consignments our Hobby" of Bert A. Boyd Grain Company of Indianapolis, Ind. The sequel didn't appear until the close of the letter and of course it was dated April 1.

The Philadelphia Export Company of Philadelphia, Pa., of which Wm. H. Richardson is at the head, has established a branch office in New York City, which will be conducted under the management of Carl Sommer-Larsen. The company exports principally grain and coal.

The Ray Murrell Grain Company of Cedar Rapids, Iowa, has incorporated to do a general business in grain, coal, feed and seed. The manager of the new firm is J. R. Murrell, Jr., who recently retired from the King-Wilder Grain Company. The firm will operate elevators on the Milwaukee, Northwestern, Rock Island and the Cedar Rapids and Iowa City Electric Road.

"Speculation" is the title of a new book by Thomas Temple Hoyne of Chicago and published by the Economy Feature Service of Chicago. It discusses the sound principles, rules and practices of speculation and explains the principles involved in price changes, etc. It is said to have received the indorsement of many members of the Chicago Board of Trade.

D. M. Cash of Decatur, Ill., has started into business as the D. M. Cash Grain Company. Mr. Cash, who is second vice-president of the Grain Dealers National Association, has had a very interesting career, having been successively with the Swift Grain Company of Detroit, Urmston Grain Company

at Indianapolis, the Dewein-Hamman Company at Decatur, Ill., and its successor, Harrison, Ward & Co. Mr. Cash established a record as booster for the Grain Dealers National Association when he secured 140 new members for that body in 1920. He has many friends who will wish him success in the new venture.

W. S. Washer, native of Atchison, Kan., and associated for years with his father in the grain business in that city, is arranging to open a grain office at St. Joseph, Mo. Mr. Washer is a speaker of ability and devoted his services to the Government during the war on many occasions. He is well known and highly esteemed throughout Nebraska and the southwestern grain growing states.

The Salina Board of Trade, Salina, Kan., has arranged to occupy the third floor of the new Farmers Union Insurance Building, and it is expected it will be used by practically all the grain firms of that market. The following have already moved in: Freeman Grain Company, Robinson Elevator Company, Son Grain Company, E. L. Rickel Grain Company, Hays Grain Company.

The Playwrights Theater of Chicago presented the three-act version of "Overtones" by Alice Gerstenberg and Alan Kay, from the original one-act play by Alice Gerstenberg, on April 9. Miss Gerstenberg, who is a very successful authoress and playwright, is the daughter of Erich Gerstenberg and niece of Adolph Gerstenberg of the well known grain firm of Gerstenberg & Co., of Chicago, Ill.

The Rice Grain Company which has conducted a grain business at Toledo, Ohio, for several years past has discontinued it. S. L. Rice will devote his entire time to his grain business at Metamora, known as the Metamora Elevator Company, and his future policy will be the same as in the past, shipping grain direct from country elevators to the eastern consumer. Geo. Woodman has formed a connection with H. W. Devore & Co.

Changes of interest were made recently in the offices of Armour Grain Company when Milton Rich, sales manager for the package cereal department at New York, was transferred to Chicago to become assistant general sales manager. He was succeeded at New York by James Curry, until recently manager of the bulk cereal department at the Chicago office. Both Mr. Rich and Mr. Curry are men of wide experience in their particular fields.

AN ADDRESS TO KANSANS*

Farmers, like others, have fortunes good and bad. Farmers accept their fortunes with as much poise or fortitude as others. When things go wrong in agriculture, however, there is universal concern, as witness the present deluge of prescriptions by would-be diagnosticians.

We must not place too much reliance on any remedies other than those developed by the farmers themselves. Legislation can be expected to do little more than enable the farmers to help themselves individually and through organization and co-operation. Methods resulting from years of experience, under which the country's business is systematically conducted, cannot be replaced in a day or a year with something better.

Self-styled economists, professional friends of the farmer, and propagandists have seized upon the depression in agriculture as a means of access to press and platform, to expound widely different methods of rescuing the industry from the direful fate which they profess to see impending. Many have been visionary; some vicious. This has been most harmful and disconcerting to those who have been faithfully working the land, to say nothing of its baneful effect upon business. In short, it makes a bad situation worse.

As the problem of markets, transportation, finance and taxes are worked out, the individual farmer, as the individual in other industries, can rest assured that the degree of his success, hereafter, as heretofore, will depend upon the brains mixed with the business. In the avalanche of

panaceas, cure-alls and remedies that has descended upon us to confuse, mystify and disturb, we must not lose sight of the most essential thing of all—individual responsibility in improving conditions through matters largely under individual control.

It would be shortsighted not to give intelligent attention to the larger problems of the country's agriculture and then not to vigorously support those agencies striving for their solution, but we must not allow agitation of these questions to divert us from a proper realization of individual responsibility.

In agriculture better farm management is a medium through which each individual farmer may improve his situation. If every farmer in Kansas will give close study to the management of his own particular farm and community with a view to more efficiency, both in production and marketing, we would see developed a diversified agriculture in this state that would do more to restore the industry of agriculture and place it upon a permanently profitable basis than any other one thing. And this lies with the farmers themselves.

No true American can doubt that our country, with its intelligence and unlimited resources, will in due season emerge into a new and brighter day. No true American can escape the feeling of thankfulness that our country is incomparably better off than any other nation of the world. What we

need is to steady down, to count out blessings, to forget the past except as it may teach us useful lessons, and turn to the future with a determination that its hopes and aspirations shall be abundantly realized through hard work and capable management.

Good fortune is in sight for agriculture. Recent signs strongly indicate that the tide has turned. Prices of the more important products of the farm have made decided gains, while dairy and poultry products maintained high values when other commodities were slumping. Breeding cattle have been tenaciously retained to replenish our herds. Life-saving moisture, for which the 11,500,000 acres of fall-sown Kansas wheat were thirsting, came, and conditions are favorable for the planting of spring crops. Agriculturally, the new year is opening auspiciously.

Bountiful Kansas! Where Nature is prodigal, and Providence is kind, and where a competence is in store for him who would intelligently till. Let the producers of Kansas enter into the spirit of the refreshing season of spring, and share the inspiration of its eternal promises. And further and all important, let's use good horse sense, industry, patience and moderation. This is the message with which the State Board of Agriculture would greet the farmers of Kansas at the beginning of another crop season.

TRADE NOTES

The Bulgarian Government has under consideration the construction of a system of grain elevators throughout Bulgaria. The matter is being promoted by an American engineering company. The cost of the work is estimated at 2,000,000 pounds sterling.

The Spencer Construction Company of Baltimore, Md., offers to grain dealers some very good advice in their advertisement in this issue. They say, "Be prepared for the new crop." An unusually large number of grain elevators is being remodeled this spring and additions made to storage, but facilities are still inadequate both at the terminals and at country points. It would seem that now is the time to place that contract.

With better roads shortly there will be a larger movement of grain to market as the farmers will be able to haul more freely. The Kennedy Car Liner & Bag Company of Shelbyville, Ind., calls attention to its device which eliminates loss in transit and insures that all the grain loaded into the car will arrive safely at destination. Now is the time to put in a stock of these liners and get ready for the big run of grain.

Julius Holl, advertising manager of the Link-Belt Company of Chicago for the past 10 years, and C. H. Connell, advertising manager of the Weller Manufacturing Company of Chicago, were elected president and secretary, respectively, of the Engineering Advertisers Association at the recent annual meeting of that organization. The association is perfecting very elaborate plans for its participation in the convention of the Associated Advertising Clubs of the World to be held at Milwaukee, Wis., in June.

The Weller Manufacturing Company of Chicago, Ill., is offering the grain trade a money maker in their Mettler Wonder Grain Cleaner. This machine cleans, cools, dries and conditions grains of all kinds and in all conditions, enabling it to test higher grade and consequently bring better prices at the terminal market. A recent folder on the machine will be found interesting, as it describes and illustrates it fully and shows the actual results obtained from its installation. It will be mailed to any address on request.

The C. W. Hunt Company, Inc., of West New Brighton, L. I., announces the reestablishment of its New York City office at 143 Liberty Street. It has

taken over all the sales and engineering work which has heretofore been carried on by its subsidiary company, the C. W. Hunt Engineering Corporation, for the past 18 months, as the business of this latter corporation has been consolidated with the C. W. Hunt Company, Inc. The company will be glad to meet and hear from its friends at the above offices, and will see that prompt and careful attention is given to all conveying and general material handling inquiries within the scope of its line of manufacture.

CLEANING EQUIPMENT FOR SOUTH AFRICAN ELEVATORS

It is particularly gratifying to learn that an American firm has been awarded the contract for the grain cleaning machinery, dust collectors and packers which will be required for the two terminal houses to be erected at the ports of Durban and Capetown by the Railways & Harbors Administration of the Union of South Africa.

S. Howes Company, Inc. of Silver Creek, N. Y., has received cable advices that its bid for the above mentioned machinery was approved. This contract, which is of considerable magnitude, calls for 16 large machines, each of the most modern type, replete with every known mechanical refinement.

For the Durban Terminal there will be three Eureka Steel-covered Compound Elevator Separators capable of handling 1,500 bushels of corn, or 2,000 bushels of wheat hourly; a Steel-covered Eureka Four-Sieve Special Separator for handling screenings, equivalent in size to a standard 1,000-bushel machine. There will also be a 600-bushel per hour Eureka Conical Corn Scourer of the armored type; a Steel-covered Iron King Automatic Dust Packer and Eureka Cyclone Dust Collectors for all the cleaning machines.

For the Capetown Elevator the Howes Company will furnish three No. 407 Eureka Compound Elevator Separators of the steel-covered type, a No. 945 Eureka Four-Sieve Special Screenings Separator; this, too, will be armored, as will also be the No. 80-A Eureka Conical Corn Scourer.

Mr. Barbeau, president of the Howes organization, in releasing this news to the press, writes: "We feel that we have been signally honored in having been entrusted with this important contract.

*As authorized by the Kansas State Board of Agriculture at its quarterly meeting at Manhattan, April 5, 1922.

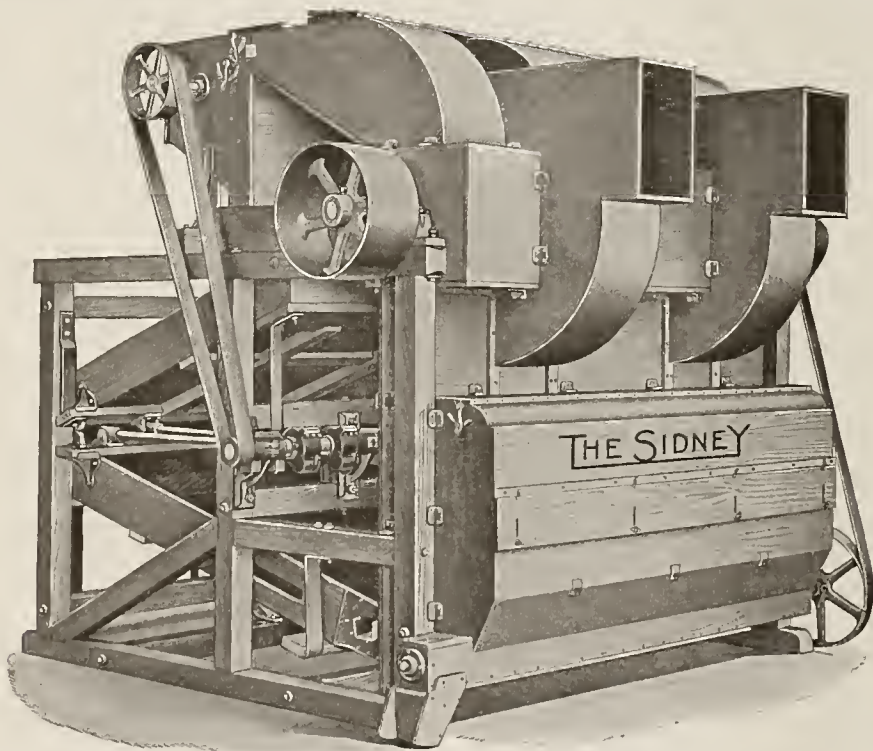
It is especially pleasing to us to know that all the grain coming into these two Terminal Elevators, notwithstanding its having been previously cleaned by other machines at point of shipment, is to be finally treated by Eureka's. Thus it would seem that the designers of the elevators have relied upon Eureka machines to give the finishing touches to all the grain passing through these big South African Terminals—the selection of Eureka machines for the really important cleaning work following a very thorough, searching investigation of the merits of the best and the most up-to-date offerings of all prominent European and American manufacturers.

INCORPORATION OF SIDNEY GRAIN MACHINERY COMPANY

The grain trade generally will be interested in a business change which occurred at Sidney, Ohio, on March 23, when the Sidney Grain Machinery Company, recently formed, purchase the entire plant and all the assets of the Sidney Line of grain handling machines, favorably known throughout the grain growing states. The new company will continue the manufacturing of the Sidney Line and will carry out a policy of prompt and efficient service on small as well as large orders.

The Sidney Line consists of corn shellers, corn and grain cleaners, grain drags, wagon and truck dumps, and a complete line of wood heads, cast iron boots, spouting and power transmission. The new company will also keep in stock at all times leather, rubber and canvas belting, Salem cups, link belt, drag chain, in fact, everything needed to equip an elevator from pit to cupola. This will enable them to give prompt service, which is so necessary to the elevator man during the busy season.

One of these machines, the Sidney Combined Sheller and Boot, a combination of the Standard Sheller or Regular Sheller and Elevator Boot combined is shown in the accompanying illustration. The advantages of this machine are many. Expensive hopping under the sheller to the boot is eliminated. It also does away with a deep pit or tank which is always such a source of much trouble



THE SIDNEY COMBINED SHELLER AND BOOT

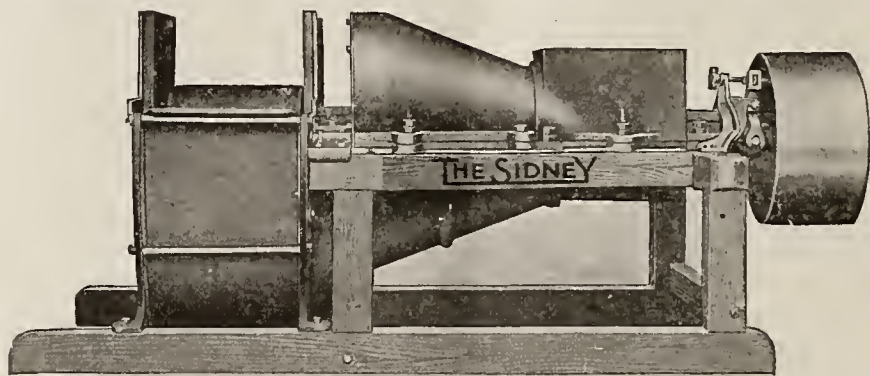
to the owner. The corn and cobs are delivered direct to the cups which are always evenly filled.

The Sidney Double Shoe Corn and Grain Cleaner, also shown, is a machine built right in every respect, correct in design and said to be unsurpassed in performance. In construction, this machine has a double shoe or compound shake which is claimed to be the best method for operating this type machine and owing to this it can be placed in any part of the building, either on the ground floor or in the cupola and it will not shake or jar the building.

With the ordinary grain cleaner when changing from one kind of grain to another it is necessary to stop the machine and change screens, but with

the Sidney Double Shoe, change can be made from one kind of grain to another in a minute's time by simply turning a two-way distributing valve and setting over the air valves, no change of screens being necessary. This machine is provided with a patented adjustable finger screen which is designed especially for separating cobs from corn or taking heavy material out of small grain. The very best seasoned maple is used for frame which is well braced, firmly mortised, tenoned and bolted together. The air chambers and fan boxes are made of the very best quality poplar. The shaking shoes are made of selected oak and poplar. This machine is guaranteed to clean corn, wheat and oats.

The Sidney Line of grain handling machinery has been manufactured since 1859, and has steadily



THE SIDNEY DOUBLE SHOE CORN AND GRAIN CLEANER

grown in popularity. The officers of the new company are William Jaffe, president; A. J. Hess, vice-president and secretary; and J. G. Troester, treasurer and manager.

EXHIBIT ON DUST EXPLOSION PREVENTION

Numerous serious dust explosions and fires in the United States and Canada have led engineers in the Bureau of Chemistry of the United States Department of Agriculture to arrange an exhibit showing the need for preventive measures and the results of work that has been done. The exhibit, which will

be shown first at the annual convention of the National Fire Protection Association at Atlantic City, May 8 to 12, will include three phases of dust explosion and fire prevention to be presented in booth form. One panel of the booth will be devoted to the problem in its relationship to industries where grain is milled or handled or where food products are made. It will include such plants as grain elevators, sugar refineries, flour mills, starch factories, and cocoa and spice mills.

Another panel will show the danger of dust explosions in threshing machines and methods of prevention. The third danger emphasized in the exhibit is that of cotton gin fires. The entire exhibit

will be available for the use of associations or similar organizations interested in the prevention of dust explosions or fires. Applications should be made to the United States Department of Agriculture, Washington, D. C.

NEW BARLEY VARIETIES

An important advance in the culture of barley in California has been made during the past five years through the introduction of new varieties specifically adapted to different climates, soils, and methods of culture. For 20 years California has never failed to devote a million or more acres to this crop, and has generally led all other states in its production; yet prior to 1915 a single variety,

the Coast (common) barley, constituted virtually the entire crop. Sixteen years of systematic cereal selection, breeding, and variety testing by the University of California Experiment Station has now given the state three new barleys—Tennessee Winter, 4000, and Mariout, the value of which is attested by their popularity and the rapidity with which they have replaced common barley in the areas to which they are better adapted. Tennessee Winter occupied approximately 75,000 acres in the Sacramento Valley in 1920, where it has manifested a distinct superiority over Coast (common) barley in its ability to resist "drowning out" and to produce satisfactorily when fall-planted on heavy, poorly drained, cold soils. Four thousand barley is a selected strain of Coast barley which is identical with its parent in appearance and adaptation, but differs from it in being about 10 per cent more productive. It has neither the water resistance of Tennessee Winter, nor the drought resistance of Mariout, but has a decided advantage over Coast barley under average conditions. It has attained as yet only a local distribution in the Sacramento Valley, where approximately 5,000 acres were devoted to it in 1920. The agriculturists at the Station believe that its popularity will increase rapidly.

N. D. ELEVATORS UNDER RAIL COMMISSION

Since the United States Supreme Court has held the North Dakota Grain Grading Act to be unconstitutional, the State Railroad Commission has assumed jurisdiction over the elevators and warehouses of the commonwealth, under the law which existed prior to the reign of the Non-partisan League.

The bonds given to the grain inspection department and the licenses issued under the new law will be continued. The inspection department has been discontinued and the Railroad Commission will do the work. But under the Grain Grading Law the grading fees were turned into the treasury and special appropriation was made by the legislature for carrying out the law. Under the new arrangement there are no funds available and the Commission will have to get along as best it can until provision is made for them.

IT IS reported that an American engineering company has proposed to finance a complete system of elevators in Bulgaria, costing about \$10,000,000, the terms of the loan to be extended over 20 years. This report has not been verified, but was up before the Bulgarian parliament so must have some basis of truth.

A CROP EXPERT AT PLAY

Dame Nature was busy for some thousands of years in carrying sand to the south end of Lake Michigan, filling in the shallow lagoon that the waters of the lake left after their recession from the ancient shore line. When she had filled in the indented gulf she formed a sand bar far out in the lake and methodically proceeded to pile the sand on and beyond it, until in the course of time she created high ranges that were split and battered into hills and valleys.

The marsh vegetation from the rear of the range climbed slowly up the moving sand hills, grasses seeded by the winds took hold and held the shifting sands, the lake currents brought down the seeds of the northern pine, the white pine, tamarack and junipers, they took hold and grew. Other vegetation drifted in, the acorns that developed into oaks; the birds followed and brought the seeds of the southland gum and tulip trees, the poplars, lindens, birches found lodgement, and when man found the sand hills they were covered with forests. The sand continued to wash on the wide beaches and other ranges were built along the coast, the forests advancing forward, the winds preserving the naked rugged picturesque barriers, sweeping them backward over new forests and uncovering the older in their front.

Lumbermen have pillaged the forests, but like a jungle the Duues of Indiana maintain their freshness, their charm, their beauty. For years they were known only to the hunters, the fishermen, and the scientists. In the past 10 years Chicago discovered them as a wonderland at her doors, and no national park in the country has half the visitors who throng to this enchanted place; it is a summer resort for thousands, who delight in roughing it, with the comforts of civilization within easy reach. Today there is a struggle between the lovers of primitive wildness to create of this place a national park, and the commercial interests who look upon it as a possible great manufacturing area.

Years ago the dunes attracted the attention of P. S. Goodman, the Chicago crop expert. He visited them at first as an amateur botanist. His interest grew; the fascination of the weird country gripped him. Long before it came to public attention, he began a systematic exploring of the region; he noted the great variety of birds that passed through or spent the nesting seasons there; he studied the wild animal life therein. When the electric line was built south of the dunes and the people began to visit the dunes in larger numbers, he made a careful topographical study of the region between Miller and Michigan City, the wildest portion of the dunes, measured the heights of the larger hills and ridges with an aneroid barometer and gave his results to the public.

For two years he spent one day a week on this work of pleasure and recreation. It was not a survey, but a careful adjustment to the section lines as noted from the roads on the south. Instead of the surveyor's glass he used his field glasses and camera. Every foot trail was laid down, being tramped from end to end for proper location. The result was the Dune map now used by the visitors, four color plates being used for the impression. It was a work of love, and if the cost of the production, which gives the dunes on a four inch to the mile scale, is ever met, the map will be followed by an improved edition, as Mr. Goodman is seeking to present the dunes in greater detail, and has practically completed a more perfect presentation.

While the map popularized the dunes, the maker of it sought another way of interesting people. From his photographs, of which he has probably a thousand he selected some two hundred that show the country, physically and artistically. He had slides for the screen made and given the natural coloring by an artist famed the country over for this class of work. This winter he has given one night a week out of his busy time to display his pictures and talk of them also—a gratuitous act. He is now preparing another set of slides showing the dunes in their winter garb, for he still continues

his weekly visits. He usually goes out on Saturday, and has Sunday to rest and be fresh for his business on Monday.

Always willing to take people to the dunes, providing they can bear the fatigue of tramping and climbing, he enjoys his solitary tramps best, he says he has no quarrel about stiff climbs, marsh wading, or threading tangled swamps. His more recent diversion in the dunes has been the study of the insect life, which comes natural after his years of study of the insect pests of the grain fields. A devoted disciple of the great French writer on insects, Fabre, he has been using the latter's methods in tracing the life history of the insects in this country. Those in the grain trade who have read his stories of the Hessian Fly and the Green Bug would enjoy his stories of the Ant Lion, the Tiger Beetle, the Acorn Weevil and the Sand Fly.

Goodman has been studying the snakes of the dunes, and says they are very affectionate, and docile. His one regret is that he has not yet got a close acquaintance with the rattlesnake, which is becoming scarce in that region. People who are not looking for the rattlers see them, but his searching has been in vain. He wants to know the duration of the warning rattle, to watch the snake in action, to find out the exact distance from which it will strike. He has a method of attack worked out, and believes that he is more than a match for

by this situation would confer a favor to a brother dealer by communicating the same to him through this paper.

SPRING WHEAT TESTS IN ALBERTA

Of 23 varieties of Spring wheat tested at the Lacombe Experimental Station the past season, six were considered worthy of particular mention. There were Marquis, Huron, Bishop, Bobs, Ruby and Prelude in the order of their yield per acre in a five-year average. Marquis yielded over 52 bushels per acre and Prelude, the lowest, over 34 bushels per acre. Yields on experimental plots are not much of a guide except as indicating possibilities. They are only occasionally duplicated in actual farm work as few practical farmers can afford to duplicate the conditions of experimental plots.

Marquis was also the slowest in maturity, requiring 132 days. Prelude was the fastest grower, requiring but 116 days. Indeed, the five-year average showed that the yield of the six varieties was directly proportionate to the time required for maturity, with the sole exception of Huron, which was second in yield and fourth in the number of days required for maturity.

Apparently, Marquis is the best of the six varieties for Alberta. Huron, the second best yielder, is low in milling and baking qualities. Bishop, the



P. S. GOODMAN IN DUNELAND

the reptile. The rattlers and the stray dogs that sometimes roam the dunes, are the only things he is willing to kill of all the wild life of the region.

Mr. Goodman is now giving the final touches to a book of the dunes, different from the ordinary book. He has written some 20 stories of walks, in which he describes what he has seen at different times of the year on these trails, giving the story of the making of the particular hills, forests, swamps and marshes; pointing out the changing flora, and the flora peculiar to the region. Each story will have its own map of the sector covered, the whole being a guide book of the region. Its publication is dependent upon a fall in the cost of book making, that will permit the book to be sold at low price—profit or no profit is immaterial.

A DEALER IN TROUBLE

A subscriber in Wisconsin sends us a problem in which a legal question is involved and wants advice. If any grain dealers have had similar experience, we would be glad to hear from them.

His elevator is on a side track and is next to the main street. On the other side of the main street is a property owned by an elevator owner which takes in the entire block. Through this property there has been a driveway which has been open to the public since 1895, this driveway being a most direct communication between the first elevator and a lumber yard. The owner of the elevator owning the driveway is now trying to stop certain kinds of traffic that does not patronize his place of business and the owner of the first elevator wants to know if he can stop them from doing so.

Any reader who has had an experience covered

third yielder, is a white or amber-colored wheat and is not popular with millers. Bobs, the fourth yielder, is also a white wheat and is not uniform in type. Ruby possesses good milling and baking qualities. Prelude, which has the lowest yield and shortest period of maturity, has small, reddish grains and shatters easily.

Three other rather promising varieties have been under test at Lacombe, but for less than the five-year period. These are Kitchener, Red Bobs and Early Red Fife. Thus far Marquis has the best record for a five-year period.

TRANSMISSION OF SMUT AND RUST

The belief that wheat diseases like smut and rust were transmitted in the seed was supposed to be unscientific and without foundation in fact. Over 25 years ago, however, Maddox of Tasmania noted evidence of internal seed infection in the loose smuts of wheat and barley. He stated that ovaries of the wheat plant in the flowering stage can be artificially inoculated and the grains developed from these produce smutty wheat.

In a recent bulletin of the Maryland Agricultural Experiment Station, Chunjen C. Chen has collected from scientific authorities a large amount of evidence that both smut and common rust of wheat may be transmitted through the seed by internal infection. Stem rust is not so transmitted; but wheat scab has been proved to be carried within the wheat kernel as an internal parasite. Prof. Bolley has given a list of fungus parasites of wheat that can be found in the seed coats and interior portion of the kernel; and in 1915, O'Gara reported a new disease of germinating wheat which destroyed the contents of the kernels.

THE BIRD SCALE—WHAT IT IS AND WHAT IT DOES

Is the Bird Scale an automatic scale? Does it take away fall for gravity loading? How much room does it require?

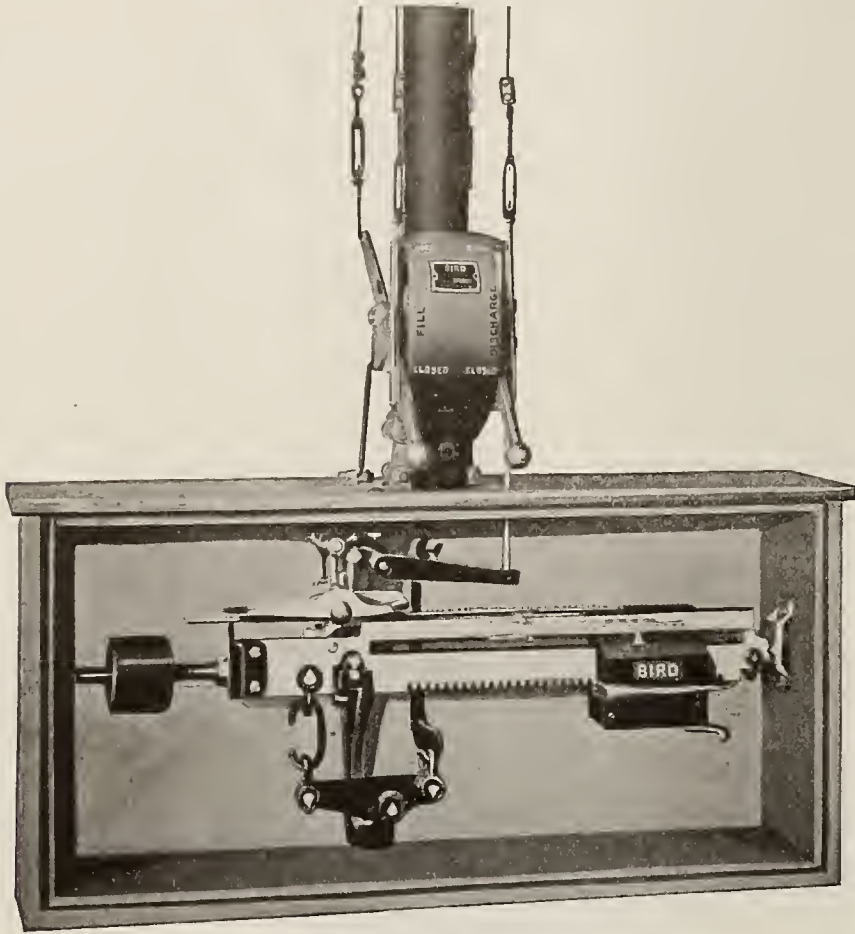
Many grain shippers interested in shipping scales have undoubtedly asked themselves these questions and as the matter of accurate weighing

sured actual hand weights demanded by sworn weighmasters representing weighing authorities such as state weighing departments, Boards of Trade, etc.

The Bird Scale does not discharge automatically because to do so would prevent the actual weighing of the dribble at each draft by hand, bringing the beam to the perfect balance demanded in all official weighing. It is not necessary, however, to

swaying of the elevator because, being suspended from the structure, it aligns itself with any out of level conditions that may occur. Heat or cold cannot disalign the relation of the weighing beam with the main scale lever because any expansion or contraction in the rod will equally affect the pipe protecting it and only serve to slightly lower or raise the beam box as it hangs suspended from the scale lever.

The system of installation and operation or a



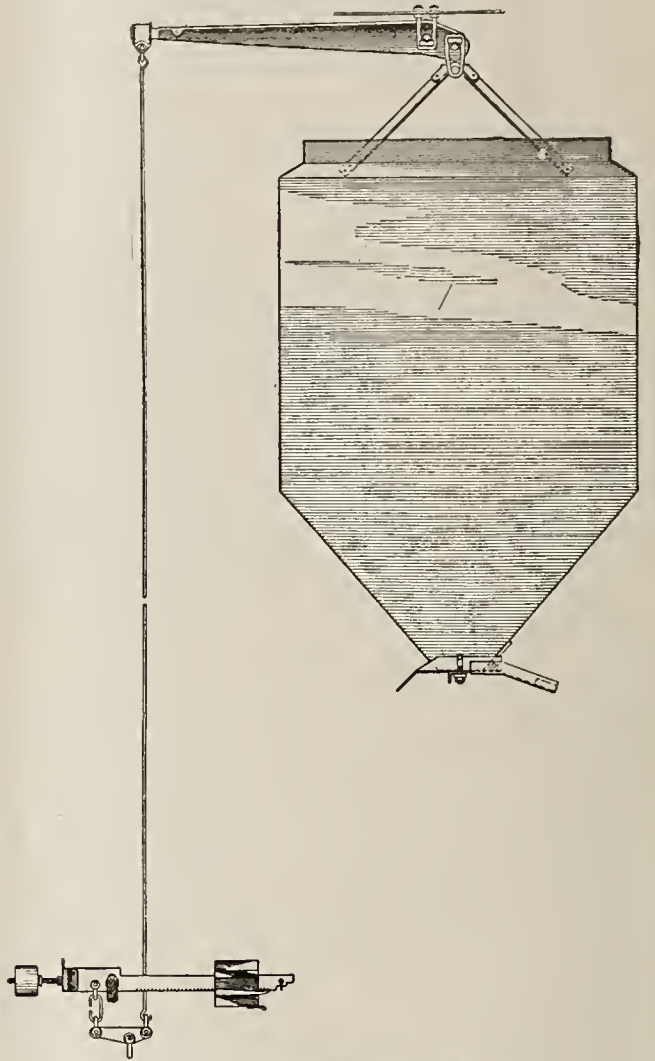
NO. 3. WEIGHING AND RECORDING BEAM OF THE BIRD SCALE

of grain shipment and the ability to sustain shipping weights are of vital importance to the grain trade, as is also anything new and improved in the line of elevator equipment, we are pleased to have the Strong-Scott Manufacturing Company of Minneapolis, Minn., manufacturers of the Bird Scale answer these questions authoritatively.

"Yes" and "No" may be answered to the question whether the Bird Scale is an "automatic" or not. It operates automatically in every respect that will permit of automatic operation and get as-

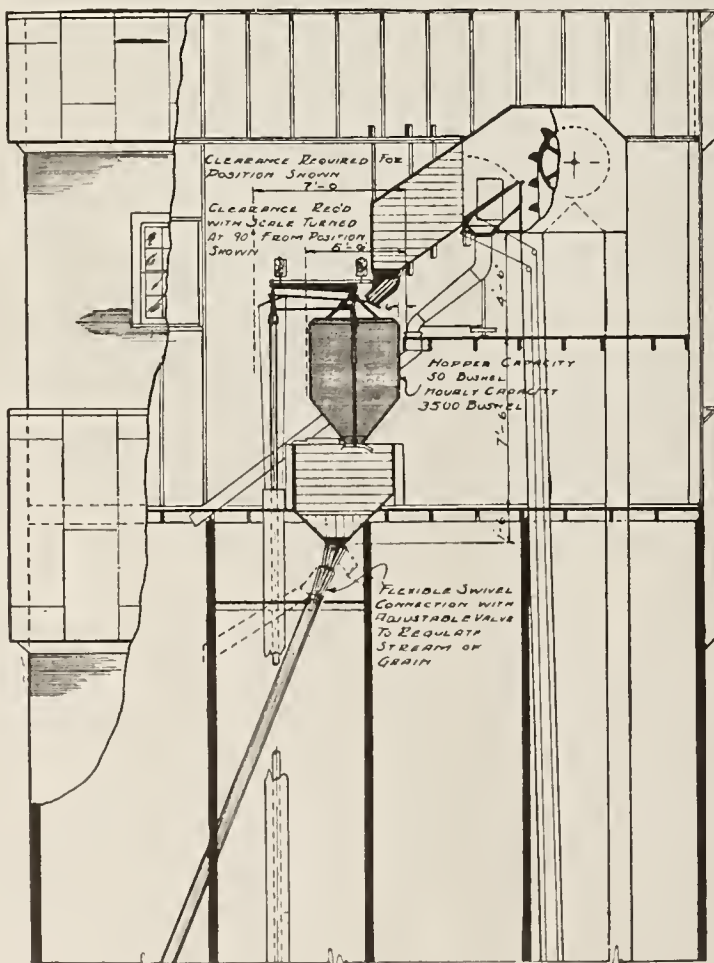
stand by and watch a Bird Scale like you must an ordinary hopper scale. The scale proper is usually installed in the cupola or else hung in a bin, but the weighing beam is brought down to the work floor from where the scale and the whole weighing system is controlled.

You must understand that the objections offered to a long rod connecting the weighing beam with the main scale lever is eliminated in the Bird Scale design because of its suspension system. The Bird Scale is not influenced by any settlement or

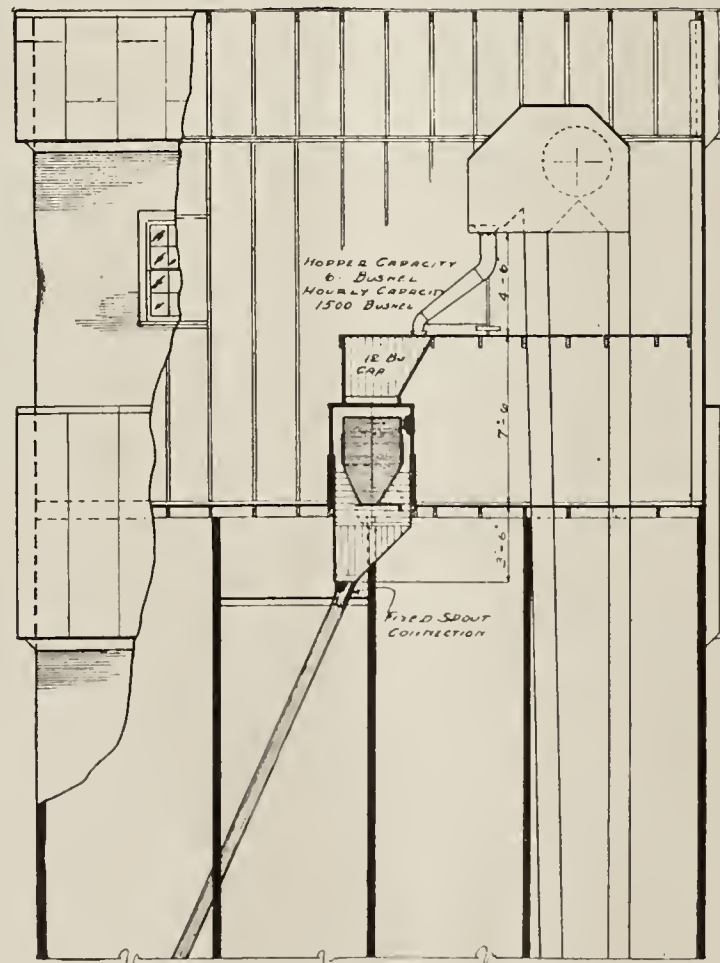


NO. 2. MAIN PRINCIPLES OF THE BIRD SCALE

Bird Scale in an elevator is such that a man can go about his other work as usual even when loading cars. The scale gives an alarm when the proper weight is applied to the hopper, and the flow of grain is automatically shut off. If the operator is busy and cannot instantly attend to the scale,



NO. 1A. TYPICAL BIRD SCALE INSTALLATION



NO. 1B. TYPICAL AUTOMATIC SCALE INSTALLATION

the installation system automatically takes care of the grain being elevated so that no clogging of the scale or leg or overflow of elevator can occur. A garner is provided over the scale that will hold the elevation of grain from the leg for from three to five minutes, but even if this garner is filled before the scale is discharged an overflow outlet or bypass is provided for, conducting the grain back into the bin it came from or back into the receiving pit. No mixing of grain can occur in this system of taking care of the overflow.

The Bird Scale weighs 3,000 pounds of wheat or corn to each draft, therefore only from 20 to 30 drafts are required to an ordinary car and as a man must give some attention to the loading of a car anyway and the scale beam being located where the elevator man is back and forth performing his other duties no more inconvenience is experienced looking after a Bird Scale than any other weighing system if his scale is to be given the required and necessary attention.

The installation of a Bird Scale does not impair the facilities for gravity loading. In fact, because of the greater volume of grain handled through the Bird Scale and because of a system of regulating the flow of grain to the car better gravity loading can be obtained from the Bird Scale than from ordinary automatic scales placed at the same elevation.

While it is true that the Bird Scale is larger, requiring more actual space than smaller automatic scales, the system of installing the Bird Scale connecting it directly with the elevator head, taking the grain as delivered from the cups by employing a valve in the elevator head, this valve being operated from the work floor, brings the bottom of the receiving hopper below the scale only 16 feet down from the top of the elevator head and not any lower than scales installed below and supplied from the distributing spout.

An illustration of two elevator cupolas is shown herewith, indicating how the Bird Scale is applied to and supplied from the elevator head. For comparison a typical automatic scale installation is also shown. Note the illustrations No. 1A and 1B.

The dimensions of the Bird Scale hopper are 4x4x5 feet high. However, in one direction a clearance of 7 feet is required to accommodate rod, pipe and cables. The scale, however, can be turned at any angle to accommodate cramped quarters so that as a rule a Bird Scale can be installed in any elevator where a scale can be installed at all.

Illustration No. 2 shows a Bird Scale, stripped of all operating and recording mechanism and revealing the main principles of the actual weighing machine. Note the extreme simplicity of the design. Note the few parts and bearings. The operating and recording mechanism has no connection or any influence on this weighing system. They simply surround the actual weighing machine to facilitate the handling of the grain to and from the weigher, to keep the operator from making mistakes, to assure a positive and independent record of the weights and to enable the elevator man to attend to his other duties, also, while weighing grain.

Illustration No. 3 shows the weighing and recording beam. The recording is type registering, the type bars being attached to the poises. Wherever the poises are moved the type bars follow. When the poises are set at a certain figure on the beam the corresponding figure on the type bar is placed under the ticket shelf containing the scale ticket. Whenever the scale is discharged the printing bar is pressed down on the ticket against the type bar printing in triplicate the exact figures shown by the poises on the beam. When the scale is empty the discharge gate closes automatically and at the same time (also automatically) the mechanism on the recording beam carries the ticket forward, placing it for the next draft.

When weighing grain through a Bird Scale the scale ticket is placed in the printing shelf or press. The scale is then balanced. The main poise is set for whatever is wanted to weigh at each draft and the filling gate is opened letting grain into the scale. When the hopper has received the weight

called for the beam rises and as it does so the filling gate automatically closes, shutting off the grain. The filling lever comes down notifying operator.

The dribble or grain in suspension at the time of the shut-off is then weighed on the fractional beam and the scale discharged by lifting the discharge lever. The record of the draft is automatically made at the same time. The scale empties in 4 to 5 seconds and the discharge gate closes automatically. The scale is then ready for another draft.

The discharge gate is made with an offset lip making it impossible for the gate to pick up any grain. As long as grain is running into the scale the discharge gate cannot be opened. In fact, the filling gate must be completely shut before the discharge gate can be opened. In like manner the

filling gate cannot be opened as long as discharge gate is open. In this manner it is impossible for any grain to pass through the scale without being weighed and recorded. Also it is therefore impossible to make a duplicate record of the same draft and the operator can not make a mistake operating the wrong gate.

The Bird Scale has been approved by many weighing authorities and even railroad claim agents and scale inspectors have expressed their approval of the principle and system of this weigher. Extensive elevator operators have found the Bird Scale and weighing system extremely successful and anyone interested in elevator scales should therefore carefully investigate the Bird system. The Strong-Scott Manufacturing Company, Minneapolis, Minn., will be glad to give further particulars.

COMMUNICATED

NO HARM DONE HERE

Editor American Grain Trade:—The article by Mr. Railsback in your issue of March 15, was very interesting and very timely. It was my experience to lose an elevator through the farmers' co-operative movement, but as we sold it for considerably more than it cost us, we can't entirely object. And while the co-operative organization had one year's fair business after making the purchase, they have had two years of anything but pleasant experience on account of the general up-side-down condition of the grain trade.

So as a matter of fact, they really did us a favor instead of injuring us; although their intentions may have been in an entirely different direction.

Yours truly, WESTERN DEALER.

WHERE THE CO-OPERATIVES REALLY ESTABLISH THE PRICE

Editor American Grain Trade:—I have been reading the article on Page 646 of the March issue of the AMERICAN GRAIN TRADE, and quite agree with Mr. Railsback that the independent elevator and operator really has nothing to fear from the co-operative movement, if he keeps his head and continues to do business on business principles.

Comparatively few of the independent dealers in the state of Kansas have any complaint to make of the competition of the co-operative concerns. In fact, as a general proposition, the managers of the co-operative concerns establish the buying price, and the independent dealer follows.

There is no possibility in this state of the co-operative concerns securing and controlling all of the business. During the full movement of the crop, the car situation is such that the business is pretty equally divided between the elevator owners and operators in the town, on the division of box car equipment.

Yours truly, E. J. SMILEY,
Secretary Kansas Grain Dealers Association.

SELL FARM LOAN BONDS NOW

Editor American Grain Trade:—There now rests in the Treasury vaults at Washington \$183,000,000 worth of Farm Loan Bonds, purchased by the Government during the "winning of the war" to provide finance for the farmer through the Federal Land Banks. Suppose these bonds were placed upon the market and bought up by private investors, as they should be; this would help to relieve the Federal tax problem a little, and seem to be a move in the right direction.

Uncle Sam may be as considerate as he wishes with farmers, or the rest of us, but he should not use his fluid finance, out of our Treasury, to finance one industry at expense of all; especially when it has been demonstrated that these bonds can now be sold on the market, and at a premium.

These bonds bear 4½ per cent interest, and Congress could authorize and demand that the

entire lot be rewritten at, say 4¾ per cent, which would surely make them attractive to bond buyers. By placing a reasonable number on the market at a time, the entire issue could be sold, probably at a premium of \$5,000,000 to \$10,000,000 and the \$183,000,000 used to reduce your tax and my tax; the money could be used to operate your government and my government—instead of as at present, representing a class investment of the Government for a strictly class purpose, at expense of all.

It is the habit of this super-governmental way of doing business that is directly responsible for the high cost of government to-day. A clique or bloc gets together and decides that it will have the Government do this or that for itself, and, because the great mass of the people are unaware of what is going on, it is put across.

We are willing to grant that the farmer needed, urgently, financial aid in producing the food that won the war. He still needs this same aid, as he is a business man, and the delivering of the needed money to him, permitting him to do business as he should, helps all our business. But the farmer can now be financed by private capital, since the American investors are now in position to buy all the farm loan bonds needed to finance the farmer through the farmers' co-operative Federal Land Banks.

Therefore, the time has passed when the United States Government should feed the farmer on government-provided baby food. Private enterprise and private capital can, and should, finance the farmer. Therefore, let the Treasury rewrite the \$183,000,000 of Farm Loan Bonds, sell them, and have this money now tied up in the farm business for government business.

To do otherwise is socialistic and radical, and dangerous. Will you write your two United States Senators and Congressman, recommending that these bonds be sold to private investors, and the money used to run the Government, as should be done? I have done so, and these men seem inclined to believe it is the thing to do, but enough of us should do this to make it plain that we wish this done right away.

Yours truly, E. W. GAGE.

THE National Association has 63 new members since the last convention. This is a mighty good start in a mighty poor year.

ABOUT 5,000,000 bushels of grain was shipped from Cairo, Ill., during the four winter months, including November and February, by the Federal barge line. Cairo is at the head of all-year water transportation, and the service is satisfactory.

MOST of Europe is in much our own condition as to fall sown crops. Planting was done under unfavorable conditions due to drought, the spring season has been moist and favorable. Continued good weather may produce a fair crop, but with the poor root start it will not take much to hurt it.

NEWS LETTERS

INDIANAPOLIS

EARL BULLOCK · · · CORRESPONDENT

AN ANNOUNCEMENT recently made by state officials to the effect that an adequate tax return for carrying on the business of the state was not realized from the last assessment of real and personal property in Indiana, leads the trade here to believe that the state will authorize a straight horizontal increase to make up the difference instead of reassessing the property, which naturally would involve more expense. Business men in Indiana have gone through this horizontal increase, when two or three years ago the state found itself in the same predicament and ordered a 50 per cent horizontal increase, and they are not at all anxious for another. Just what the increase will be has as yet not been determined.

The Sheldon Elevator Company, an Illinois corporation, has changed its name to the Sheldon Farmers' Co-operative Elevator.

Because neither of the owners of the business has any sons to carry on the business, Waller & Co., grain dealers and elevator owners operating elevators in Indiana, Illinois and Kentucky, will suspend business as soon as the assets of the company can be liquidated. Already two of the 20 elevators of the company have been sold. Eighteen elevators valued at more than \$250,000 will be sold. The farmers' co-operative movement in Vanderburg County may buy the Union Elevator in Evansville, owned by the company. The company has bought more than 1,000,000 bushels of corn in the last six months at low prices and this grain has been sold at the present market prices.

The offices of Lamson Bros. & Co., grain brokers, for the past 22 years in the Lahr Hotel Block at Lafayette, Ind., will be moved to new quarters on the fourth floor of the Lafayette Loan & Trust Building. The business of the office has grown to such an extent that the present room is too small, and it was necessary to seek a larger and more modern office.

Government inspection service is now in force at Terre Haute, Ind., to farmers, producers and shippers of grain, and to manufacturers of grain products by the department of Federal Grain Supervision in operation under the supervision of Herbert F. Hanks. The inspection service is supplied especially for the Commercial Solvents Company, the Sparks Milling Company, the American Hominy Mills, Paul Kuhn Company and Cottrell Bros.

The Evansville Chamber of Commerce, J. S. Johnson secretary, has telegraphed the Interstate Commerce Commission asking a suspension of an advance in freight rates on grain and grain products. The advance was recently ordered by a new railroad tariff to become effective April 1 upon all shipments of grain and grain products from the Ohio and Mississippi River crossings to Nashville, Tenn. The Evansville Chamber of Commerce has also joined the Henderson Chamber in presenting a petition to the Interstate Commerce Commission with a request for a hearing.

Plans are to be worked out in the near future for the establishment of a local sales agency in Indianapolis of the U. S. Grain Growers, Inc., the money to be derived through the sale of stock of a new subsidiary of the Grain Growers recently organized at Chicago with a capital stock of \$250,000. The plan is to sell the stock to co-operative elevators and perhaps to the public. Local officials of the Grain Growers, whose offices are at 147 East Market Street, said that the Chicago headquarters has made application to the Secretary of State of Illinois to be permitted to operate in Indianapolis, Kansas City, Omaha, Minneapolis and Chicago in handling this season's crop.

The trade is taking an active part in the plans of the Indianapolis Chamber of Commerce for a reception to be given Sebastiao Sampaio, commercial attache and consul for the Brazilian Government, and Frank A. Harrison, deputy commissioner-general of the United States commission to the Brazilian International Centennial Exposition in April. The men will be guests of the foreign

trade department of the Indianapolis organization. The visit to Indianapolis is included in an itinerary of a tour of the principal cities to promote interest in the centennial and also to establish closer trade relations between Brazil and the United States.

J. C. Cotterman, of New Lebanon, Ohio, completed a deal recently for the purchase of the interests of the Hartford City Grain & Milling Company at Hartford City. The company owns two elevators and a flour mill.

The Morgan Township Farmers' Co-operative Association of Porter County has bought the grain elevator at Malden owned by P. E. Goodrich of Winchester. The deal marks the termination of a five-year fight between the Farmers' Association and the Goodrich interests, first in the lower courts and recently in the state supreme court. The Farmers' Association had bought a site in Morgan township, on the Chesapeake & Ohio Railroad, and were intending to erect a building.

MINNEAPOLIS

H. A. PAUL · · · CORRESPONDENT

ACCORDING to the report of Paul H. Kirk, statistician for the Minnesota co-operative crop reporting service, the condition of Winter wheat and rye in Minnesota is very satisfactory. Reporting on the condition as of April 1, he says: Winter wheat 87 per cent of normal compared to 88 per cent one year ago. Last fall, wheat in the greater part of the seeded area was planted under favorable conditions, except in the extreme southeastern part of the state where it was too dry. However, there was plenty of snow covering and conditions this spring, outside of some damage by ice covering, are generally reported as favorable.

Concerning rye, the condition of Winter rye was estimated at 90 per cent of normal compared to 92.5 per cent last year. With the exception of some which has been smothered by ice covering, and also in the extreme northwestern part of the state where the crop was seeded rather late, the rye though it has made but little spring growth, is generally in a favorable condition.

Representatives of the Flax Development Association and the North and South Dakota and Montana experiment stations went on record favoring a 40 per cent tariff on flax with commensurate tariffs on linseed oil in a recent meeting at Fargo. L. P. Nemzek, chairman of the flax development committee of the National Varnish Manufacturers' Association, expressed belief that there would be a world shortage of flax this year with increasing demands.

The first farmer in the neighborhood of the Twin Cities to file a bankruptcy petition in 1922 is August F. Baumgartner of Farmington, Minn. He declared his liabilities greater than his assets and said he obtained loans totaling \$17,032 on farm lands worth \$12,000, and he now finds himself unable to care for his debts.

The E. L. Welch & Co., grain and commission merchants, with offices in the Minneapolis Chamber of Commerce Building, has voluntarily suspended business after being in business for 22 years. E. L. Welch, who with his son, T. H. Welch, controls the business, declared that over-expansion was to blame for the suspension. The company conducted branches in St. Paul and Duluth.

The Pettijohn Pure Products Company of Minneapolis was recently sold for \$33,000 at a receiver's sale to A. J. Abels of Buffalo, N. Y. Mr. Abels is chairman of the stockholders' protective committee and will have charge of reorganizing the company. There were no other bidders at the sale. The company was placed in the hand of receivers six weeks ago, at which time Daniel Carmichael was appointed receiver. According to his reports the assets of the company are \$72,000 and its liabilities, which include claims and mortgages, \$127,000. There are 5,300 stockholders scattered all over the country, and they are reported to have raised the \$33,000 with which to save the company.

Henry Wallace, Secretary of Agriculture, has denied the request of Senator Frank B. Kellogg and Congressmen Halvor Steenerson and Frank Clague for hearings in the Twin Cities or Fargo on Spring wheat grades, according to O. P. B. Jacobson, chairman of the state

Railroad and Warehouse Commission. Mr. Jacobson had asked Senator Kellogg and the congressmen to request such a hearing. On request for revision of the Spring wheat grades Secretary Wallace ordered hearings in Kansas City and Chicago and Mr. Jacobson protested because these hearings were in Winter wheat territory.

Because of this fact, Minnesota grain officials have ignored Secretary Wallace's hearing. Future efforts will be centered on having Congress remedy the Spring wheat grades because of what Mr. Jacobson had termed an unfair attitude on the part of the Secretary against Spring wheat growers.

Farmers of the Northwest have been loaned \$30,000,000, according to reports of the War Finance Corporation, which has done much to same the small banks in the country and in turn aided the larger banks in the cities.

North Dakota's 31 per cent of the total rye acreage in the United States came through the winter with an April crop condition of 88 per cent, according to the Bureau of Markets and Crop Estimates. This condition is 4 per cent above the April 1 condition last year and 3 points above the 10-year average.

R. J. Hamp, for many years Duluth representative of the Frank A. Pierce Company, died at his home in Duluth March 17. Mr. Hamp had suffered an attack of brain trouble over a year ago which left him in a rather weakened condition, but he was able to resume his duties until becoming ill with bronchitis shortly before he died. Mr. Hamp was a visitor on the local exchange last September. He is survived by his wife and three children.

DULUTH

S. J. SCHULTE · · · CORRESPONDENT

DIRECTORS of the Duluth Board of Trade have voted to make its opening time for trading in both cash grain and futures one hour earlier on May 1 to conform with the action of the Chicago Board of Trade. The change is not generally relished by operators on the Duluth market largely for the reason that difficulty has always been experienced in getting grain coming to hand in the morning inspected in time for handling on that day. The consequence has been that operators have often been up against detention charges by the railroads on held-over cars.

Ely Salyards recently received congratulations from his friends on this market on the occasion of the arrival of a young son at his home.

The Duluth Board of Trade membership of C. A. Magnusson has been transferred to G. P. Harbison.

Stephen H. Jones, one of the most prominent operators on this market and a past president of the Duluth Board of Trade, has removed to Chicago where he has opened an office as a grain broker on the Chicago Board. He has established connections with some prominent houses to handle their business on the Chicago Board of Trade. Mr. Jones had earned a reputation as one of the most capable men in the grain trade on this market and he left here carrying the best wishes for his success in a wider sphere. He came originally to Duluth from Montreal, and he was for some time associated with A. D. Thomson & Co. During the last 11 years he has operated on his own account.

Operators on the Duluth market are anxiously waiting for a decision by the Interstate Commerce Commission on a hearing held at Washington upon the application of two railroads to put into effect new all-rail tariffs on grain and grain products from Minneapolis to the East and to the Atlantic Seaboard. Changes have been made in the general rates since the proposed tariffs were filed last November and the arguments of the applicants were for the purpose of endeavoring to convince the Commission that the railroads have a right to make effective rates that are less than the sum of the locals on the grain moving from the Spring wheat territory in Montana, North Dakota and Minnesota to Eastern destinations by the all-rail route.

Attorneys for the Twin Cities argued for the establishing of the new rate. They claimed that there is at

present a discrimination of 17.80 cents per 100 pounds on wheat moving from Minneapolis as compared with that from Duluth. They contend that Duluth is shipping wheat down the lakes on a pre-war rate established by tramp steamers, while Minneapolis and other Minnesota points moved their products by rail. Charles F. MacDonald and Francis W. Sullivan, representing the Duluth Board of Trade presented arguments against the proposed new tariff, claiming that it would result in upsetting the whole structure of rates established by the Interstate Commerce Commission after a hard fight, during which it had been shown that Duluth had been discriminated against as a grain distributing center by reason of lack of recognition of its position at the head of lake navigation.

Elevators at Duluth and Superior are at present the most cramped for space that they have been in three years. The Consolidated Elevator Company's houses and Great Northern Elevators are the only plants still in position to receive grain in the regular way. As a result of that condition, buying has been restricted in the spot market. Buyers have been taking all high-grade offerings, but shippers of off-grade grain have been obliged to accept heavy discounts. In explanation for that stand, commission men contend that the speculative risk of handling lower-grade wheat has become so great that they are obliged to protect themselves as far as possible. They emphasize the point that eastern millers have in past seasons left them to hold the bag in grain bought under the supposition that it would be readily taken off their hands in the ordinary course of the trade.

The more conservative attitude of Duluth commission men has been illustrated recently in difficulty experienced in disposing of cars of wheat shipped here by Minneapolis elevator interests. It has been noted that country-run wheat has found ready sale all along, but that it has taken more muscle to move elevator grain. The reason for that has been that wheat offered on the market here by elevator houses had as a rule been picked over by millers and was grain that had not met with their requirements.

A fair amount of Durum moved to this market during the last month and as it graded up well on the average it was promptly taken either by millers or for export. The Barnes-Ames Company has been prominent in the export Durum trade all season, being credited with having purchased the great bulk of the daily offerings. Practically all the 3,000,000 bushels of Durum in the elevators is earmarked for May delivery and it will be shipped East at the opening of navigation. The Duluth-Superior Milling Company has been a good buyer of Durum for the manufacture of macaroni flour, having booked some substantial contracts for it in the East. The movement of grain this way from interior points in North Dakota has fallen off lately as a result of the breaking up of country roads and farmers getting upon their land in some districts. A revival of marketing is not looked for until seeding has been completed and farmers know exactly where they stand regarding their surplus holdings.

Rumors are current that decision to erect a new elevator at Superior to replace an old house may be announced for this season. It was estimated, however, that such action will depend upon crop and marketing developments. Should there appear to be any likelihood of marketing arrangements being further interfered with through state or Federal restrictions, it is taken for granted here that capital will be chary of making any further investments in public grain elevators. It is claimed by trade authorities that additional elevator capacity would be necessary here in the natural order of things to take care of the demand brought about through agricultural expansion in the Spring wheat territory, but that if the agitation for grain handling restrictions continues the capital for such projects must come from farmer interests.

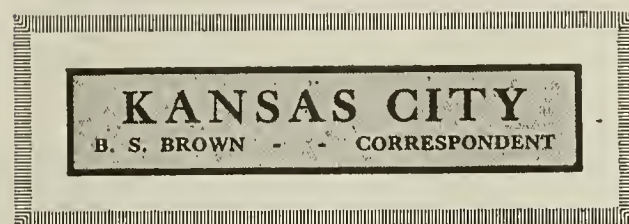
Thomas Hagen, who was a member of the Duluth Board of Trade for several years but is now operating a large farm south of Minneapolis, was a recent visitor on this market. He expressed the opinion that soil conditions in Minnesota are the best this spring in several years with an abundance of moisture. From information obtained by him, he thinks that a better than average acreage will be placed under crop over the Northwest this spring.

Boat tonnage for grain shipments at the opening of navigation has been scarce this spring owing to the small number of steamers that wintered at the head of the lakes and lack of coal tonnage for up cargoes as a result of the miners' strike. Operators with May grain delivery contracts to fill have been endeavoring to tie up considerable boat tonnage for early in the season, but they have found vessel interests stiff in their views. Space for the opening of the season for Buffalo delivery has been taken at 2½ cents a bushel.

Movement of corn this way from southern Minnesota points has continued a feature during the last few weeks. Deliveries have been completed under contracts entered into early in the season, but it has been noted that two of the elevator companies have been in the market for further supplies lately. Houses in touch with export interests are sanguine that shipments of corn from this market for export will be upon a larger scale after the opening of the lake navigation season. Stocks of corn

in the elevators here now aggregate 6,900,000 bushels. They have been accumulating since early last fall. Only one cargo was shipped out for eastern delivery before the close of navigation last December.

Trade in feeds has picked up lately with supplies from here moving over a wider territory, said R. M. White of the White Grain Company. He attributed that to live stock interests coming into the market more freely as a result of improved credit conditions. Reductions in freight rates on grain made effective early last winter had helped materially in moving coarse grains, he asserted.



EXPORT demand for wheat at Kansas City and the Gulf ports has been unusually dull for several weeks, the only activity at Galveston and New Orleans being occasional short covering or buying of parcels to dress cargoes. It is generally thought that there will be no important foreign buying in this territory until the new crop is available, since there is still a liberal amount of Argentine and Canadian wheat available. Considerable low grade wheat is still on hand at Galveston and is hindering trade. Some of this wheat has been carried on track since last August and some may be there next summer, one local exporter said. Moderate amounts of good wheat have been shipped from Kansas City and Omaha recently to build up stocks there. Exporters say they imagine that the disastrous experience this season in making shipments and consignments to Galveston will probably have a decided effect on trade next season, probably reflected in extreme caution in making shipments to the Gulf ports except when the grain has been sold. The recent sales of new crop wheat abroad have been filled almost entirely at the seaboard.

A wide variety of reports regarding the quality of wheat in store at Kansas City are again in circulation. Millers for the most part say that the grain is poor, but elevator operators deny it. The buyer for one large mill said that in his opinion not more than 40 per cent of the wheat was suitable for milling and another miller said that the total would not exceed 50 per cent. Elevator men say that practically all the wheat here is deliverable on contract. No. 2 is the contract grade, with No. 3 deliverable at a discount of 5 cents. Detailed figures for all stocks are not available, except for elevators on the Missouri side which contain considerably more than half the stocks. The total for Missouri elevators recently was 6,338,000 bushels, of which about 4 per cent was No. 1, and 41 per cent was No. 2. About 28 per cent was No. 3 and the remainder, 27 per cent, was No. 4 or lower. The proportion on the Kansas side is thought to be about the same. One carlot dealer said buyers were responsible for much of the talk about the poor quality of wheat as they were able to buy many offerings at bigger discounts than usual. Kansas City has had the largest supply of wheat of any of the terminal markets for several months, a little less than 9,000,000 bushels at present and for a while more than 10,500,000 bushels. The range of prices for carlots has been unusually wide, as much as 25 cents for the same grades.

Deliveries of wheat on May contracts at Kansas City may be the largest on record, according to several elevator men. Stocks have been the largest on record for this season of the year for more than a month, as much as 10,500,000 bushels for a while, and about five times as much as a year ago. Some estimates of deliveries range as high as 3,000,000 to 4,000,000 bushels and the total can easily reach this figure unless consumptive demand shows a big increase in this territory. A large part of the wheat carries old billing, as elevators are using their new billing to fill mill orders and they probably will use the old billing on deliveries in the pit, which will mean a saving to them of 1¼ to 2 cents a bushel in most cases. The May price at Kansas City has been several cents under a shipping basis to Chicago for several weeks, but there is no indication that wheat will move in that direction.

A sudden increase in demand for memberships in the Kansas City Board of Trade advanced prices \$4,000 the past few weeks. Recent sales have been as high as \$12,500, compared with \$8,500 less than a month ago. At present there are half a dozen applications understood to be on file in the secretary's office and members expect further advances in the price to be recorded. New memberships posted recently are: Frank C. Blodgett, manager of the Nye Jenks Grain Company, on transfer from George Vogt, formerly with the same concern; F. J. Fitzpatrick of the Simonds-Shields-Lonsdale Grain Company, on transfer from E. W. Shields, deceased; J. J. Knight of the Equity Union Grain Company, on transfer from L. B. McBride of the same concern; F. T. Fisher of the Corn Products Refining Company, New York, on transfer from E. O. Mofatt; Harry Winter of Thomson-McKinnon on transfer

from D. F. Piazek, formerly with the Barnes-Piazek Company, and now retired; B. J. Geisel of the Geisel Grain Company, on transfer from A. T. Sawyer of the Moore-Lawless Grain Company; Ed. M. Kauth, formerly with the Pillsbury interests in Minneapolis and now with the Norris Grain Company, on transfer from W. A. Moses of Los Angeles.

Two local elevators, a local mill and a Minneapolis mill are said to be in the market for five or six memberships.

An expedited decision in the "old tonnage case" filed by the Kansas City Board of Trade and the Omaha Grain Exchange may be granted by the Interstate Commerce Commission, according to W. R. Scott, Transportation Commissioner of the Kansas City exchange. A two-day hearing recently was heard here. The suit was filed against all railroads departing from the two cities and their principal connecting lines, and refers to the rate at which grain stored in the two cities before January 1 will be shipped from them. In all about 20,000,000 bushels of grain are involved.

The grain interests are asking that they be given the benefit on outbound shipments of a rate reduction granted January 1, despite the fact that the ruling governing such cases is to the effect that grain must be shipped from any point after storage at the rate prevailing when the shipment originated. The ruling holds good even when the grain has been transferred into flour and other products.

At the hearing shippers contended that the grain and grain products cannot be moved or sold from the two markets without the benefit of the reduced rate. If the grain is not moved soon, it was said, congestion will probably result when the new crop movement gets under way. The "old tonnage case" has been under discussion since the first of the year. Shippers hope that the reduction will be allowed, though many admit that their position is somewhat illogical.

The Norris Grain Company has installed a large laboratory for the purpose of making all kinds of wheat tests, particularly for milling purposes. E. M. Kauth, formerly with the Pillsbury Milling Company of Minneapolis, is in charge. He is an applicant for membership in the Kansas City Board of Trade.

H. A. Sterling, formerly sales manager of the Rodney Milling Company, has been elected president, succeeding John L. Rodney, deceased.

The Kansas City Board of Trade was closed April 4 on account of a municipal election. The vote to adjourn was by a very small margin, as several times recently when one market has been closed there have been big fluctuations on other exchanges.

Wheat receipts at Kansas City in March were the smallest of the season, 2,954 cars, a little more than half as much in the preceding month, 1,330 cars less than a year ago and 1,257 cars more than the 10-year March average. Receipts of corn and oats were smaller than a year ago and substantially smaller than the 10-year average. The movement of wheat is expected to continue light the remainder of the season. Unsettled weather prevailed in the Southwest during most of March and roads were muddy, which restricted farm deliveries, though it is thought the main factor in the small arrivals was the diminishing reserves. The smaller Kansas markets, Hutchinson, Topeka, Wichita and Salina, also had small receipts in March.

The volume of speculative trade at Kansas City the last few weeks has been about half as large as during February when the spectacular winter advance in the market was under way, according to pit brokers.

Large delegations are expected from Kansas City at the annual Southwestern State grain dealers' conventions. The first is at St. Louis, April 19 and 20; the next at Oklahoma City, May 11 and 12; the third at Wichita, Kan., May 16 and 17, and the fourth at Dallas, Texas, May 26 and 27.

W. R. Scott, Board of Trade Transportation Commissioner, attended a rate hearing at Galveston recently in regard to the different export grain rates to that port and in New Orleans. Galveston is asking a slightly lower rate than the latter market, which is opposed by numerous shipping interests who desire to have the two ports kept on about the same basis.

A committee appointed by the Grain Club, an organization of the Kansas City Board of Trade, has about decided on the form of credit bureau to be recommended for the grain trade here and will make its report in the near future.

The future and cash quotations being sent out by the Kansas City Board of Trade by wireless telephone, at intervals of half an hour, are being received by a large number of mills, elevators and bakeries in the territory with 300 and 400 miles of this market. In many cases the parties receiving the quotations report a big saving in telephone and wire charges. A local wireless company is sending out the reports for the Board of Trade, but the exchange hopes soon to install its own sending equipment. One mill with headquarters at Kansas City and 11 branch mills within 300 miles of here has installed receiving sets at each one.

CINCINNATI

HARRY A. KENNY CORRESPONDENT

JUDGING from the sales sheets of Cincinnati grain and hay dealers the volume of business in both grain and hay the past month exceeded that for the previous month. The volume of orders is not as large as the trade in general would like to see, but few complaints are registered against present market conditions.

However, both hay and grain dealers are having difficulty in getting stocks, as it appears as though the farmers do not care to let their supplies go at present market quotations. On the other hand the mills are not eager for business.

Grain dealers report a good demand for wheat and corn with prices firm. Oats and other grains are doing fairly well under present conditions. Millfeed dealers also are enjoying a good business for this time of the year. While the demand for hay was brisk receipts have been light due to the poor condition of the country roads. Prices are advancing with an extremely good demand from the South. Country advices are to the effect that hay shipments will come out more promptly with the advent of warm weather.

All in all conditions in the Cincinnati grain and hay market are extremely good when general business conditions are taken into consideration.

Action to checkmate a possible heavy loss of business to the grain trade of Cincinnati has been taken by B. J. Drummond, traffic manager of the Cincinnati Grain and Hay Exchange, in filing an intervention before the Interstate Commerce Commission in the case of the Secretary of War operating Mississippi-Warrior Service vs. Aberdeen and Rockfish Railroad et al. known as Docket No. 13290. The defendants in reality are all railroads east of the Mississippi and south of the Ohio and Potomac Rivers, including Cincinnati lines.

In this action the Mississippi-Warrior Barge Line Service from St. Louis to New Orleans strives to obtain from the Interstate Commerce Commission the right to protect a 20 per cent reduction on a joint barge-line rail rate on grain and grain products from St. Louis, the Central Illinois territory, and the Southern Illinois territory, to Atlanta and the Southeast, and the effect, it is asserted, would be that a rate so low that Cincinnati and Louisville would be practically wiped off the map as grain distribution centers. This rate combination would be fully 2 cents a hundred less than the all-rail rate from the territory involved to Cincinnati and the Southeast.

It is said by grain men that the petitions involved are intricate and that such a change as is proposed will be combated on the ground that it is contrary to the spirit of the act of 1920 by which Congress authorized the Secretary of War to operate the barge line service. It is also contended that the question is involved of the right or propriety of allowing the Secretary of War, or his Department, to assume a control over railroad lines, as the joint tariff is in a way tantamount to giving the War Department supervision over such rail lines as are involved in that tariff.

It is also asserted that there would be a discrimination against all points along the Ohio River if this tariff was allowed to apply through a Government agency operating exclusively along the Mississippi River, with no service on the Ohio between Pittsburgh and Cairo to create a competitive factor to the Mississippi situation.

John D. Molet, president of the Cincinnati Grain and Hay Exchange, has appointed himself, Murray Elsfelder and H. Lee Sarly of the Exchange on a committee to formulate rules and regulations for the Board of Governors of the organization. Rules to be made by the committee will give the Board of Governors authority to look into a member's business, give him financial help, if needed, and to suspend him if the circumstances warrant it.

Charges that the proposed grading rules of Secretary Henry Wallace of the United States Department of Agriculture will have the effect of throwing all No. 2 grades of wheat into the No. 1 grade are made by members of the Cincinnati Grain and Hay Exchange. This, they assert, would have the effect of increasing the price of wheat to the consumer from 2½ to 3 cents a bushel. Officers of the Grain and Hay Exchange have gone on record as opposed to any changes in the existing grain rules and joined the other exchanges and the Grain Dealers National Association in protesting against any changes and also are asking for a hearing before the changes proposed in a circular of March 4 should be promulgated. John De Molet, president of the Grain and Hay Exchange, sent a telegram to Secretary Wallace voicing the protest of the exchange membership. According to D. J. Schuh, executive secretary of the Grain and Hay Exchange, the interest of Cincinnati dealers lies in the fact that Secretary Wallace held that his original circular applied to all kinds of wheat, Soft Winter wheat, as well as Kansas Hard Winter.

The circular specified "Hard Red Winter wheat." The

grain dealers want a more definite definition of moisture content and dockage, as well as what comprises foreign materials. They assert that the original circular as well as a subsequent telegram are ambiguous. H. E. Richter of the Richter Grain Company was appointed by the exchange members to represent them at the hearing on the proposed rules. The exchange rejected the rules after the report of the Grain Inspection Committee, of which F. F. Collins of the Collins & Co. is chairman, was received and approved.

The Exchange has voted to amend its constitution so as to provide for the establishment and operation of a department to issue custodian receipts in exchange for properly indorsed order notify bills of lading covering grain, hay, feed and kindred commodities on tracks and bearing the official seal of the exchange and signed and countersigned by the custodian, the exchange president and executive secretary.

G. F. Munson, Chief Inspector of the Cincinnati Grain and Hay Exchange, has moved his office from the Gwynne Building to the Methodist Book Concern Building at 222 West Fourth Street. Inspector Munson's new quarters are on the fifth floor of the building and well equipped for Government tests of grain.

John W. Fisher, oldest grain merchant in Cincinnati and oldest member of the Chamber of Commerce, celebrated his 93rd birthday last month. He has been a member of the Chamber of Commerce for 62 years and was a daily caller there until two months ago when his doctor ordered him to "rest up a bit." Henry Lippelmann, the second oldest grain man, congratulated his fellow nonagenarian. Reminiscences of the grain contract made for General W. T. Sherman's army in its march to the sea were related by Messrs. Fisher and Lippelmann. Mr. Fisher's firm made the contract in 1864. Even after his retirement from active business some years ago Mr. Fisher made it a point to visit the exchange daily.

Opposition to "class" legislation favoring farm bureau federation and the United States Grain Growers Corporation for the elimination of the middlemen in the handling of grain and hay marketing was voiced at a meeting last month of the Cincinnati Grain and Hay Exchange by B. E. Clement of Waco, Texas, president of the Grain Dealers National Association, and Charles Quinn, secretary of the Association. A large gathering of grain and hay dealers and business men was present. Both speakers spoke against the proposed Federal control of grain elevators and the warehousing act whereby grain will be handled direct from the producer to consumer without passing through the middleman or member of the grain exchanges of commercial centers. John De Molet and D. J. Schuh, president and executive secretary of the local exchange, introduced the speakers.

Elmer Heile, general manager of the Cincinnati Grain and Hay Company, was the center of attraction on the floor of the Cincinnati Grain and Hay Exchange one day last month while telling of his experience with two alleged automobile thieves. Mr. Heile, whose home is in Covington, had a number of guests at his home for a party. When the guests began to leave it was discovered one of their automobiles was missing. After notifying the police Mr. Heile and a guest started in search of the missing car. A short distance from his home they found the automobile. Two men were inside tampering with the ignition lock. Mr. Heile drew his gun and held the men until the arrival of the police, who were summoned by the guest. The men were found guilty in Covington and sentenced to an indeterminate sentence in the penitentiary.

Henry M. Brouse of the Perin-Brouse-Skidmore Grain Company, whose team won the honor flag for exceeding its quota in the 1921 Community Chest campaign, opened the speaking campaign which preceded the regular drive last month when he addressed a gathering of business men at the Hotel Gibson. The Community Chest campaign is inaugurated here each year and the funds collected are distributed among the charitable organizations of the city.

Elmer Voss, general manager of the Bingham-Scholl Grain Company, has been ill at his home for the past month. Fred Scholl, vice-president of the concern, with headquarters in Indianapolis, is in Cincinnati filling Mr. Voss's place during his absence.

Robert Rasch and Joseph Upmore have resigned their positions with the Hawthorne Milling Company and organized the Rasch-Upmore Company, which will deal in mill feeds principally. Mr. Rasch was a salesman for the Hawthorne Milling Company and Mr. Upmore bookkeeper for many years. They are looking for an office in the downtown business district near the Cincinnati Grain and Hay Exchange.

Sherman Boss, for the past eight years manager of the hay department of the Early & Daniel Company, tendered his resignation last month and has accepted a similar position with Harry Niemeyer, who branched out in the hay business for himself several months ago. Robert Early, son of H. Lee Early, president of the company, has succeeded Mr. Boss as manager of the hay department.

ST. LOUIS

S. F. LARRIMORE CORRESPONDENT

THE St. Louis Merchants' Exchange is considering the establishing of a radio telephone service for furnishing quotations of its transactions in grain and produce to all in the St. Louis territory who are interested. A radio service is now furnished by the wireless station at St. Louis University, but the service planned by the Exchange will be much more complete.

Where now the opening and closing quotations on futures and the opening on cash grain are furnished, a station at the Exchange would advise receiving stations of the progress of the market. The broadcasting of the quotations would, it is believed, be of service to the grain dealers, millers, bankers and farmers in the district within a radius of 200 miles from St. Louis. The question of the value of such a service will be considered at the convention of the Missouri Grain Dealers Association, to be held in St. Louis.

The rates on grain products from St. Louis and Cairo and Thebes, Ill., to Little Rock, Pine Bluff and Fort Smith, Ark., and Memphis, Tenn., were held to constitute discrimination against other cities in Arkansas, under a decision issued recently by the Interstate Commerce Commission. The commission ordered the railroads to bring the rates into reasonable relationship by the double method of increasing slightly the freight rate charges to the cities named and decreasing them to other Arkansas points. The complaint was brought by the Arkansas Jobbers' and Manufacturers' Association.

Sincere sorrow is felt throughout the St. Louis market over the unfortunate death recently in a hydroplane accident of August J. Bulte, general manager of the Larabee Flour Mills Corporation. Mr. Bulte was very well known throughout the St. Louis trade and is truly mourned by his many friends here.

A petition asking that the State Marketing Bureau Act, passed by a special session of the state legislature in 1921 be declared unconstitutional, was filed in the circuit court recently by 100 commission merchants, produce dealers and fur dealers. The act requires dealers to place a bond of \$1,000 to insure payments for produce bought from farmers, and the State Marketing Commissioner is authorized to increase this bond at his discretion. The petition says that the act prohibits anyone from entering or remaining in the business when there may be unsatisfied judgments against him, whether or not the judgment had any connection with the business.

Loans of the Federal Land Bank of St. Louis will amount to \$3,000,000 for the month of March, it is expected. Loans in February totaled \$2,000,000.

The East Side Mills, located at Unionville, Mo., have leased the store to J. H. Melton, who has occupied it with a complete line of flour and feeds.

Chas. E. Valier was elected president of the St. Louis Millers' Club at the twenty-second annual meeting held at the Missouri Athletic Association recently. A. E. Bernet was elected vice-president and Mr. Frank E. Eichler secretary-treasurer.

The St. Louis office of the United States Shipping Board has sent to 2,000 shippers of this district and to the freight traffic managers of 500 railroads and foreign trade and commercial agents a schedule of Shipping Board vessels in the general cargo services from the present date to the middle of April. A bid is made for the co-operation of the railroads, which are told that the "American-owned steamship lines are but a continuation of the American railroads to foreign destinations, and the self-interest of the American people in both carriers is analogous."

John O. Elliott, of the Elmore-Schultz Grain Company, and H. H. Beckman, of the Schultz & Niemeier Commission Company, have made application for membership in the Merchants' Exchange.

Flour on hand at St. Louis amounted to 62,940 barrels on April 1, 1922; 65,000 barrels March 1, 1922, and 62,700 barrels April 1, 1921. Stocks of grain in public elevators March 31 were: Wheat, 1,095,328; corn, 1,254,188; oats, 746,093; rye, 82,795, and barley, 4,410 bushels.

T. W. Pregert, flour importer of Amsterdam, Holland; A. A. Haury, sales manager of the Claflin Mill & Elevator Company; J. P. Mabrey, Cape County Milling Company, Jackson, Mo., and T. G. Karsell, Bloomington Milling Company, Bloomington, Ind., were visitors on the floor of the St. Louis Merchants' Exchange recently.

An unsuccessful attempt to extort \$15,000 from W. H. Danforth, president of the Ralston Purina Company, was made recently. The letter was one of a series of such threatening letters sent to prominent St. Louis

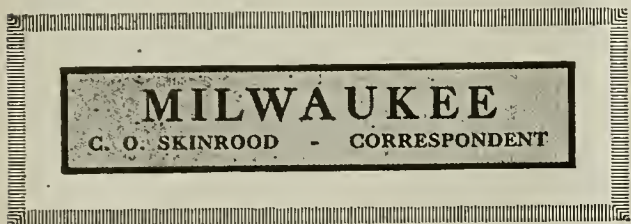
April 15, 1922

business men in the past few months, none of which were successful. No reason was assigned for the demand, other than that the writer wanted the money. The case is in the hands of the police.

Application has been made by a group of St. Louisians, headed by William E. Compton, president of the William R. Compton Company, for a charter for an institution to be known as the St. Louis Joint Stock Land Bank, which will lend money to farmers throughout Missouri and Illinois. The bank is to have a capital of \$250,000 and a paid-up surplus of at least \$25,000. Mr. Compton stated that he had been notified that the charter would be approved and it is expected to have the bank in operation by April 15, although applications for loans are being received now.

The St. Louis drive for Russian relief resulted in the committee being able to purchase about 5,000 barrels of flour, 4,000 of which have been shipped. The drive has been brought to a close, although further contributions will be received, as the St. Louis quota has not yet been reached.

Missouri's agricultural ranking with the other states of the Union is presented here, based upon a Federal bulletin: Missouri in 1920 ranked sixth in farm acreage, fifth in the extent of improved agricultural lands, and sixth in the value of farm property. In value of all crops for 1919, this state stood seventh. In live stock value it stood sixth in beef cattle, third in swine, third in mules, sixth in pure-bred cattle and fourth in pure-bred hogs.



THE report on grain in store at Milwaukee at the opening of the month shows 91,000 bushels of wheat in round numbers, 3,550,000 bushels of corn, 1,354,000 bushels of oats, 153 bushels of barley and 144,000 bushels of rye. The stocks of oats and corn are especially large, being the accumulations which are usual before the opening of the season of navigation.

Four ships with more than 1,250,000 bushels of corn aboard are waiting for marine insurance to go into effect at midnight on April 15, to start for the eastern ports. These steamers are the *Polynesia* with 201,000 bushels, the *Joseph Wood* with 350,100 bushels, the *Ishpeming* with 380,000 bushels, and the *G. N. Wilson* with about 240,000 bushels. These cargoes are valued in excess of \$600,000.

Extensive preparations are being made now for putting a score or more of steamers into the service as soon as navigation opens up. All along the water front, ship stores are being replenished and the steamers are undergoing the annual fitting out process.

The Great Lakes Transit Corporation has announced that Milwaukee will be one of its important points of call in its new service. On east bound flour and grain products, rates will be on a basis of 4 cents per hundredweight less than the all-rail rates. A large number of ships will be put into this service, the company announces and there will be no lack of facilities in hauling grain to the eastern ports, it is believed. Favorable docking facilities have been obtained in Milwaukee which are not interfered with by opening and closing of bridges and hence predictions are made that there will be few interruptions in the movements of ships.

The new levels of grain prices after the recent advance are actually higher in some instances than a year ago, the first signs in years of thoroughgoing rallies in the grain market. Other grains are still a little lower than a year ago.

No. 3 Barley now sells from 67 to 69 cents as compared with 79 to 80 cents a year ago. Barley is about 10 cents a bushel, or 10 to 12 per cent lower than a year ago. No. 3 White Oats now moves at 35 to 37 cents a bushel as compared with 35 to 36 1/4 cents for the corresponding day a year ago. Prices are therefore just a trifle higher than last year. No. 2 Rye is now selling at 98 to 98 1/4 cents as compared with \$1.39 to \$1.40 last year. The price is down about 35 per cent from last year. Rye held up in price much longer than the other grains but now it is down fully in line with the other grains.

No. 3 Yellow corn is now moving at 54 to 55 cents as compared with 54 1/2 to 56 cents a year ago. Corn is therefore just a shade below the prices of last year.

No. 1 Northern wheat is now quoted at \$1.47 to \$1.57 a bushel as compared with \$1.45 to \$1.50 a year ago. The present market is about 7 cents above prevailing prices of last year.

Milwaukee stocks of flour at the opening of the month are reported at 8,000 barrels as compared with 13,000 barrels a month ago. A year ago supplies were 20,000 barrels, two years ago 13,000 barrels, three years ago 13,000 barrels, four years ago 35,000 barrels, and five

years ago 13,000 barrels. The figures indicate that flour stocks are actually smaller than at any time for the last five years.

One of the leading millers of Milwaukee reports there is the hottest competition in business for many years. He says that flour is being sold on a very narrow margin of profit, in fact, it is hard to understand, he says, how wheat can be bought at the present scale of prices and flour sold at the present-going scale.

Demand for flour at Milwaukee is reported slow with buyers still holding out longer and longer for the big slump which they have predicted for a long time. In the meantime, he adds that flour stocks are getting smaller and smaller all the time and buying will have to develop at least to replenish the broken stocks, if for no other reason.

Among the new members of the Chamber of Commerce are A. J. Pick, of the West Bend Malting Company, West Bend, Wis.; Charles Harris, representing John Prindiville and Sons, vessel agents at Milwaukee, and William W. Nicholas of Washington, Ind.

John L. Bowlus has been reappointed as the manager of the Transportation Department of the Chamber of Commerce for the coming year.

The annual election of the Chamber of Commerce of Milwaukee aroused less interest than usual as there was no contest for the presidency, which usually elicits the chief interest. H. H. Peterson was again elected president of the Chamber making the second year of his service. So satisfactory has been his administration of



H. H. PETERSON
Re-elected President, Milwaukee Chamber of Commerce

the office that no other candidate was put into the field.

Other officers elected were: First vice-president, A. R. Taylor; second vice-president, A. R. Templeton; secretary-treasurer, H. A. Plumb; new members of the Board of Directors, K. R. Froedtert, L. R. Fyfe and E. La Budde; new members of the Board of Arbitration, L. J. Beck, Charles F. Coughlin and Otto R. Sickert; new members of the Board of Appeals, A. L. Johnstone and Hugo Teweles.

While the official action of the Chamber of Commerce with reference to a new building was taken a year ago when the old building was taken again on a 10 year lease, one of the members of the Chamber, John Buerger, unofficially is drawing plans for a Chamber Building which would cost in the neighborhood of \$1,000,000. He proposes an eight story structure of steel and concrete, with a big exchange hall occupying the seventh and eighth floors. The building would be fireproof, would be L shape to get the maximum light and would contain about 200 offices for the various firms associated with the grain trade in one capacity or another. Mr. Buerger will attempt to have his plans considered by the building committee of the Chamber when the time comes for the grain men to erect a new building.

The April rate of interest has been fixed by the Finance Committee of the Chamber of Commerce at 7 per cent. This is the same rate which has prevailed for the last several months.

The stocks of grain on farms of Wisconsin are unusually small, according to the official report of the state statistician, Joseph A. Becker, who says that total stocks are only 55,000,000 bushels in round numbers now, as compared with 83,000,000 bushels a year ago and 61,000,000 bushels two years ago. The drop from a year ago is 18,000,000 bushels approximately and from two years ago 6,000,000 bushels.

In general the stocks of corn in Wisconsin are slightly

larger than a year ago, while the stocks of small grain are about one-half the amount of a year ago. The small crop of these grains, and the more general feeding of home grains, due to the low prices for much of the crop year, caused unusually small marketing of grain for the year and has cut the farms supply of grains down to very small proportions.

The supply of corn on Wisconsin farms is about 28,000,000 bushels as compared with 27,000,000 bushels a year ago and 25,000,000 bushels two years ago. The amount of oats on hand on Wisconsin farms this year is 23,000,000 bushels as compared with 47,000,000 bushels a year ago and 28,000,000 bushels two years ago. The supply of barley on hand on Wisconsin farms is 2,873,000 bushels as compared with 5,200,000 bushels approximately a year ago and 3,800,000 bushels two years ago and a five-year average of 5,480,000 bushels. The supply of rye on hand is a little more than 1,000,000 bushels as compared with 1,400,000 bushels a year ago. The supply of wheat on hand on Wisconsin farms is only 700,000 bushels as compared with 1,567,000 bushels a year ago and a five-year average of 1,300,000 bushels. To summarize this report shows that corn supplies left of last year's crop are a little more than normal, while all the small grains show about one-half of the usual left-over supplies.

A report on the primary receipts of corn for the various markets shows that Milwaukee is back in her usual second place, being outranked for corn receipts only by the city of Chicago. Both St. Louis and Omaha are surpassed, according to these figures, by Milwaukee, and the total for Milwaukee for the season is close to the 16,000,000 bushel mark.

The fight for the return of barley and booze in Milwaukee is still showing many signs of life. The Wisconsin Anti-Prohibition Association has been formed by some of the leading professional men and other citizens of Milwaukee and elaborate plans have been made by which it is expected that 100,000 persons will be enrolled under the banner of beer and light wines by the fall of 1922. Persons directly connected with brewing, or any phase of the liquor distribution interests will not be allowed to join the association. Nor will those directly engaged in active politics be allowed to join the association.

There is an excellent demand at Milwaukee for the choice barley and the supplies coming of this grade are small. The industries quickly absorb all of this grain that is offered at high prices.

The grain markets have been growing stronger due to the fact that bad roads and the increasing amount of spring work is cutting down the marketing of grain to some extent. This has caused a better demand for the smaller amount of cash grain coming and has narrowed down the margin between the cash and the speculative markets.

The interest in the St. Lawrence Deep Waterway, which is of vital importance to the grain trade, has now reached the stage where public mass meetings are being called to consider the matter by the people at large. Heretofore all the meetings held have been for the harbor and waterway experts and engineers and large shippers who are most directly concerned with the great project. One of these meetings was called by the Citizens' Civic Council which represents all the leading civic organizations of the city and they are numerous. Among the speakers were Mayor Daniel Hoan, Socialistic occupant of the mayor's office, and William George Bruce of the city harbor commission. Both of these speakers pointed out just how the new waterway will affect the interests of the rank and file of citizens.

Wisconsin will carry the fight for the St. Lawrence route into the enemy's territory when Senator Lenroot of this state starts a speaking tour in New England at the end of April. Mr. Lenroot will speak at Boston and his address will be broadcasted by radio over all New England. He will also speak at other cities in that section.

F. H. Foy, who has been with the American Malt-ing Company, is now buying grain for the Charles A. Krause Milling Company.

A new grain firm has been started by George J. Cahill. The concern will handle grains, flour and feed and in addition will have a feed export department. Mr. Cahill is a man of long experience in the grain trade and he will have his offices at 411 and 412 Chamber of Commerce Building.

A new grain firm is Duhne & Co. with capital of \$20,000. Incorporators are Francis Duhne, Jr., Erwin John and Edna Nyff.

The receipts of grain are beginning to show clearly the effects of the reduced marketing in the country. The receipts for the first week in April have been 386 carloads of grain against 637 cars the week before and 610 carloads the week before that. Receipts a year ago for the same week were 380 cars and two years ago 545 cars.

The receipts for the past week were made up of 47 cars of barley, 178 cars of corn, 128 cars of

oats, 9 cars of wheat, 22 carloads of rye and 2 cars of flax. Half of all the receipts were corn, and corn and oats easily made up the greatest portion of the receipts. Roads and busy times on the farm are the two chief reasons quoted by grain men for the retarded marketing, but it is also believed that small sales should be expected because of the small remaining stocks of grain on the farms of the country.

A bowling team from the Milwaukee Chamber of Commerce Weighing Department met a team of bowlers from the Weighing Department of the Chicago Board of Trade, and the Milwaukee team won the local match with a three game series by 40 pins and in the second match in Chicago, Milwaukee again won by a margin of 52 pins.

The Chamber of Commerce of Milwaukee has fixed annual dues at \$100 a year, payable April 3 and October 3 in \$50 installments each. If it is not paid within 30 days, the amount is \$55 for each installment.

Members of the Chamber of Commerce have asked the directors to distribute quotations by means of radio. The request has been referred to the proper committee with no action as yet.

BUFFALO

ELMER M. HILL CORRESPONDENT

WITHIN the next week or 10 days the first grain carriers with cargoes for Buffalo will get away from the upper lake ports. Most of the ships that were holding winter storage cargoes at Buffalo have been unloaded at the terminal elevators. The holding time on four cargoes has been extended and three boats that are at Buffalo will not be unloaded until the end of the month. The steamer *Progress*, which is at Cleveland, will hold her cargo until May 15.

Stocks of grain are heavy at all upper lake ports, according to wire advices received by grain and vessel brokers in the Buffalo market. There is little demand for vessel capacity and tonnage for opening shipment at the head of the lakes and in the Lake Michigan trade has not been placed. There will not be much change in the condition of the freight market until there is a better buying movement.

Vessel owners will not send their boats to upper lake ports light to load grain for early shipment unless grain shippers bid up their prices. There is a general feeling that shippers in the West are anxious to keep freight charges as low as possible this season, but vessel owners will not bring out their boats until better rates are announced. Grain carriers may have to operate up-bound light the greater part of the season because of the coal strike which will stop coal loading at Buffalo and other Lake Erie ports.

J. C. Fulde, formerly with the Quaker Oats Company, has joined the Clover Leaf Milling Company as sales manager at Buffalo. He is well known in grain and feed circles.

R. B. Jump, who for many years had been associated with the Ladish Milling Company, has resigned to become manager of the Syracuse, N. Y., territory of the McMillen Company of Fort Wayne, Ind. Stuart Hyde, who also was with the Ladish Milling Company, has become vice-president of the McMillen Company, makers of Wayne Feeds.

O. E. Auerbach, who started in the grain business in Buffalo under Riley E. Pratt, then head of the Husted Milling Company, has returned to the grain brokerage business in New York. Mr. Auerbach was in the employ of Mr. Pratt for 13 years. For five years he had been connected with the New York office of the Armour Grain Company.

Riley E. Pratt, prominent member of the grain trade in Buffalo, was a recent visitor on the New York Produce Exchange.

Another big grain carrier will be added to the Great Lakes fleet before the close of the season. A. W. Thompson, president of the Wilson Transit Company, has closed a contract with the Great Lakes Engineering Works at Detroit for a 600-foot steamer to come out about the middle of September. The new boat will be a duplicate of the steamer *August Zissing* of the Pittsburgh Steamship Company. The price was not given out but the ship will be 600 feet over all, 530 feet keel, 60 feet beam and 30 feet deep. She will have a triple expansion engine and three Scotch boilers.

The American Elevator & Warehouse Company, Inc., has been incorporated under the laws of the state of New York with an authorized capitalization of \$1,000,000 to engage in the grain elevator and warehouse business in Buffalo. Although the headquarters of the company will be in Buffalo the papers stipulate that directors may

meet in Minneapolis, Minn. The seven directors are Edward P. Wells, Harry S. Helm, Charles E. Thayer, Willis C. Helm, Charles C. Ireys and Arthur Miller of Minneapolis and H. F. Freeman of 348 Produce Exchange, New York City.

Fire caused heavy damage to the plant of the Howard Winnie Feed Company in Bemis Street, Canandaigua, N. Y., late in March. Large quantities of hay in the plant were destroyed. The loss will exceed \$15,000.

Fire destroyed the mill of the New York Alfalfa Company in Caledonia with a loss of \$8,000, partly covered by insurance. The grinding and elevating machinery and a car of Alfalfa meal were destroyed together with the main building of the plant. H. Ross McKay is the owner of the plant.

Job D. Whipple, one of the oldest grain brokers in western New York, died in his home in Geneseo, N. Y., March 29. He was 93 years old. Mr. Whipple came to Geneseo from Clarkston in 1882 and was associated with Belden & Co., who conducted a grain brokerage business in Geneseo. He retired from active business several years ago. He is survived by one daughter.

Great Lakes marine underwriters have announced that the insurance rate on steel hulls this season will be the same as last year or 3% per cent net and that the value of ships in that class will remain at \$70 a ton. The underwriters were hit pretty hard by the big storm in Buffalo last December, when 23 grain carriers with winter storage cargoes were blown on the beach. The annual meeting of the Great Lakes Protective Association, which carries 25 per cent of the insurance of its members, will be held later this month in Cleveland when some action will be taken on the rates.

The Grain Shovelers' Union of Buffalo has accepted a 5 per cent wage reduction offered by the Lake Carriers' Association. The shovelers realized that costs must come down. The men have averaged close to \$1800 for the season's work in Buffalo.

The Globe Grain Company, Inc., has increased its capital stock from \$50,000 to \$100,000, according to a certificate filed with the Secretary of State. It was signed by Millard P. Ryley, George A. Southerland and Frederick W. Moser.

Truman A. DeWeese, director of publicity of the Shredded Wheat Company of Niagara Falls, who has been in California this winter, was the guest of honor at a banquet in Pasadena given by F. W. Kellogg, business manager of the Los Angeles Express. Mr. DeWeese spoke of California as the best advertised state in the union.

The Rochester Terminal & Canal Corporation is making plans for handling a large volume of grain over the New York State Barge Canal between Buffalo and the terminal elevators at New York city this season. The corporation has ordered 10 500-ton barges and two tugs. Arrangements are being made with Schoonmaker & Connors to handle the New York end of the business.

A large number of grain and elevator men have been given places on the new committees of the Buffalo Chamber of Commerce announced by President W. W. Kinsey. George P. Urban of the Urban Milling Company is a member of the new Aero Committee; Adam E. Cornelius, ship owner, chairman Rivers and Harbors Committee; and others.

Federal Judge Hazel in Buffalo has handed down his decision in the long-standing action of the Great Lakes Steamship Company against the Wheat Export Company, deciding in favor of the defendant. According to the testimony the steamers *Nottingham* and *Smith* in November, 1917, had some wet grain in cargoes consigned to the Wheat Export Company and the latter refused to pay for the damaged grain, whereupon the steamship company brought action in the United States District Court. Judge Hazel dismissed the libels owing, he said, to the fact that the bilges on the boats were clogged, and that this caused the damage instead of the heavy weather.

The annual meeting of stockholders of the Marine Elevator Company will be held in the office of the company, 637 Chamber of Commerce, April 20 at 10 o'clock. Six directors will be elected at that time. E. J. Nolan is secretary of the corporation.

Navigation over the New York state barge canal between Buffalo and the Hudson River will be opened about May 1. Traffic between Buffalo and Lockport, however, was expected to be resumed for the season April 15. Local barge operators expect an exceptionally heavy movement of grain over the state waterway this season because of the opening of the new state-owned elevator at Gowanus Bay, New York.

Removal of the last obstruction to the passage of large lake steamships into the north harbor entrance at Buffalo is soon to be started by the Government with the dredging of the old Watson grain elevator site off the foot of State Street. Major William E. R. Covell, United States Engineer, War Department, has advertised

for bids for the work. At present boats that draw more than 10 feet of water are forced to avoid this channel. The river at this point will be dredged to a uniform depth of 23 feet. About 35,000 cubic feet of mud and rock must be removed.

Clarence A. Coddington and Lloyd S. Riford of Auburn, Cayuga County, N. Y., have filed a certificate in the county clerk's office in Buffalo, saying they propose to do business at 628 Chamber of Commerce Building under the assumed name of the Buffalo Commission Company. They will do a general grain and feed brokerage business.

Maxwell M. Nowak of the Nowak Milling Company of Buffalo is in Poland for a brief vacation. Mr. Nowak has extensive financial interests in that country.

The Ontario Milling Company of Oswego is planning the construction this summer of a grain elevator with a capacity of 300,000 bushels. It is proposed to use compressed air for unloading grain from lake vessels. The State of New York has put off plans for constructing a grain elevator at the port of Oswego until after the Dominion Government completes the enlargement of the Welland canal.

M. P. Ryley has taken over the operation of the Globe Elevator in the Buffalo Harbor. Mr. Ryley has been engaged in the grain business in Buffalo for many years.

Announcement is made by the Archer-Daniels Linseed Company of Buffalo that it has awarded the contract for the construction of a 700,000-bushel grain elevator, traveling marine tower and concrete wharf at Fort William to the Fegles-Bellows Construction Company. Work on the new structure will be started at once.

An option on the property of the Mutual Transit Company on the Blackwell Canal upon which there is a modern 3,000,000-bushel grain elevator has been obtained by the Pillsbury Flour Mills Company, Inc., of Minneapolis, Minn.

Wilson Bros., flour and feed merchants in the Chamber of Commerce, has appointed E. B. Mitchell representative in northern New York territory. Mr. Mitchell formerly was sales manager of the David Stott Flour Mills of Detroit, Mich.

PHILADELPHIA

T. A. SIEBER CORRESPONDENT

ACCORDING to the monthly report of the statistician of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on April 1 was: 1,578,268 bushels wheat, 828,133 bushels corn and 171,380 bushels oats compared with 1,886,597 bushels wheat, 757,789 bushels corn and 233,097 bushels oats on March 1, and 531,188 bushels wheat, 1,423,716 bushels corn and 219,033 bushels oats on April 1, 1921. Receipts of grain at Philadelphia during the month of March, 1922, were: 3,393,288 bushels wheat, 2,245,712 bushels corn, 144,691 bushels oats, 149,624 bushels rye, 18,111 bushels barley. Exports from this port during the month of March, 1922, were: 1,965,645 bushels wheat, 1,756,790 bushels corn, 29,923 bushels oats and 58,502 bushels rye.

New memberships in the Commercial Exchange have been petitioned for during the past month by William H. Oldach and Charles S. Geisinger.

James J. Rodgers, manager of the flour department of Richardson Bros. in the Bourse, has returned to his office after being confined to his home for nearly three weeks with an attack of the grippe.

D. V. Heck, of the grain and hay firm of George A. Magee & Co., Philadelphia, has returned from a tour of several months throughout Europe, visiting among other places the Holy Land.

Milton F. Baringer, head of the grain and feed firm which bears his name, has returned to his office after a stay at Miami, Fla., since the early part of February.

Ellis McMullin, grain merchant, has returned to Philadelphia after a month's stay at Stuartsville, Fla.

John K. Scattergood, of the grain and feed firm of S. F. Scattergood & Co. in the Bourse, has returned from a three weeks' stay at Pinehurst, N. C.

Irving A. Collins, of the grain and feed firm of J. S. Collins & Son, has returned to his office in Moorestown, N. J., after spending several weeks at Miami, Fla.

Clark W. Clemmer, son of A. B. Clemmer, secretary of the Commercial Exchange of Philadelphia, has been appointed County Agricultural Agent for Burlington County, N. J., and is located at Mount Holly. He is well fitted to deal with the special problems of the county,

as he has not only had college training and actual farm experience, but has specialized along horticultural and dairy lines. He graduated from Pennsylvania State College in 1915 and previous to his new appointment was running a 240-acre farm near Downingtown, Pa.

Harvey C. Miller, president of the Southern Steamship Company, has returned to his office in Philadelphia after being confined to his home for several weeks with an attack of the grippe.

Samuel Bell, of Samuel Bell & Sons, Philadelphia flour merchants, and James F. Bell, vice-president of the Washburn-Crosby Company of Minneapolis, Minn., left recently for a stay of about six weeks in Italy.

A. P. Abrahamsen, grain importer of Copenhagen, Denmark, recently visited Philadelphia grain merchants on the 'Change floor.

F. S. Cowgill, representing the Bartlett Frazier Company, of Chicago, Ill., was on 'Change a short time ago.

Fire recently destroyed the J. P. Kistler grain and feed warehouse at Enola, Pa., to the extent of \$10,000 damage.

E. R. Kibler, grain shipper of St. Paul, Minn., was visiting his business acquaintances a few days ago in the Philadelphia market.

A voluntary petition in bankruptcy has been filed by the Branchland Feed & Supply Company of Branchland, W. Va. Liabilities are given as \$27,960 and assets \$19,595, of which \$19,000 represents stock in trade.

W. H. Holliday, secretary of the Merchants Elevator Company of Davenport, Iowa, was visiting grain merchants on the Commercial Exchange floor last week.

Edwin T. Douglas, manager of the Concrete Central Elevator of the Eastern Grain Milling & Elevator Company, Buffalo, N. Y., recently visited grain merchants on the Commercial Exchange floor.

A charter has been granted the Paterson Checker Board Chow Store of Paterson, N. J., under the laws of New Jersey, to deal in flour, grain, feed, etc. The incorporators are Frank E. Oliver, Robert A. Black and Woodson K. Woods, and the capital is \$125,000.

The offices of the Girard Point Elevator Company, for many years on the main floor of the Bourse Building, have been moved to Room 262, where larger quarters have been provided.

The general shipping business of W. F. Hagar & Co. of Philadelphia, established in 1878, has been taken over and will be conducted along the same lines and under the same name by F. Kimball Hagar, son of Walter F. Hagar, deceased, who has been associated in the conduct and management of the business since 1904.

Wm. M. Richardson, president of the Philadelphia Expore Company, announces that a branch office of the company has been established in the Produce Exchange Building, New York City; the company exports principally grain and coal. Carl Somers-Larsen, who has had a big experience along the export lines, has been appointed manager of the branch, having formerly been associated with Milmine Bodman & Co.

Thomson & McKinnon, M. J. Goehl, John R. Gillespie, Michael E. Price and American Stores Company recently were elected to membership in the Commercial Exchange.

At a meeting of the Hay and Straw Trade of the Commercial Exchange, held last week, the National Hay Association grades for hay and straw as revised August 24, 1921, were adopted, in lieu of the National Hay Association grades previously in effect in the Philadelphia market.

The number of cars unloaded at the Girard Point Elevator during the month of March, 1922, was: 1018 wheat, 805 corn, 32 oats and 1 rye; at Port Richmond Elevator the number of cars was: 1185 wheat, 403 corn, 15 oats, 66 rye and 10 barley; at Twentieth Street Elevator the number of cars was: 1 wheat, 14 corn, 29 oats, 3 rye, 1 barley screenings and 1 peas.

According to the Crop Reporting Board of the Bureau of Markets and Crop Estimates of the Department of Agriculture, the condition of Winter wheat in Pennsylvania on April 1 was 92 per cent of normal compared with 97 per cent of a normal on April 1, 1921, with a 10-year average of 88 per cent and 95 per cent of a normal on December 1, 1921.

The condition of rye on April 1 was 91 per cent of a normal compared with 97 per cent of a normal on April 1, 1921, with a 10-year average of 90 per cent, and 96 per cent of a normal on December 1, 1921.

The Francis Perot's Sons Maltting Company, Millbourne Flour Mills, The Lea Milling Company and D. Landreth Seed Company are among the list of firms in Philadelphia which have been in existence more than a century. The remarkable honor-roll of 29 firms represents half of the total firms in existence in America for a

century, only 58 business establishments having this unusual honor. Philadelphia has another honor in this matter, in that the oldest establishment in America is a Philadelphia institution, it being Francis Perot's Maltting Company, members of the Commercial Exchange, established in 1687, but four years after the first settling of Philadelphia, and still maintained in the same family. The Millbourne Flour Mills was established in 1757, the Lea Milling Company in 1742 and the D. Landreth Seed Company in 1784.

According to Professor John M. MacFarlane of the Botany Department, University of Pennsylvania, a yield of Winter wheat far beyond the average and a season of farm productiveness unprecedented in recent years are indicated by soil and plant conditions in Pennsylvania, New Jersey and Delaware. Prof. MacFarlane is an authority on crop conditions in this region and recently returned from a survey of farm lands in these states. "I find conditions wonderfully good," he said. "We are just eight days advanced beyond the average spring. This is 23 days behind soil and plant conditions this time last year. That was a most dangerous advance. This year the signs are just right for almost unprecedented production. I have never seen Winter wheat as fine as it is this spring. It is hardy and coming along with a fine rush. The soil is ready for the planting of all the crops that are to go in. Germinative action throughout this entire section is fairly certain to be astonishing. I attribute all this to the wonderful weather we had last fall. Then ideal preparation was made through the long, leisurely growth from summer warmth to wintry chill for the soil as we find it today. The two warm spells we had in March just about put the finishing touches to that preparation." Soil temperatures taken in the botanical gardens of the University of Pennsylvania have shown an adherence to the ideal and an advance beyond the average records.

TOLEDO

C. O. BARNHOUSE - CORRESPONDENT

THE Toledo Boosters trip, under the auspices of the Chamber of Commerce, will leave here May 9, returning on the 11th. The party will occupy a Pullman train, and will traverse Southern and Central Michigan, traveling via the New York Central Toledo to Grand Rapids, via the Michigan Central Grand Rapids to Saginaw, Saginaw to Bay City and Bay City to Toledo via the Pere Marquette. Stops will be made at about 20 cities and towns. Kent Keilholtz, president of the Produce Exchange, W. W. Cummings, H. R. Devore and Robert S. Burge will represent the grain and seed interests on the trip.

The Rice Grain Company closed its Toledo office April 1. Mr. Rice will devote his entire time to the interests of The Metamora Elevator Company, and Mr. Woodman takes service with H. W. Devore & Co. Their many Toledo friends are sorry to lose them from the ranks here but are glad to know that they are not lost to the trade.

Siva Bender, cashier for Southworth & Co., is the proud daddy of a son which was born a few days ago.

Paul Bruning, manager of the Pemberville Elevator & Supply Company, of Pemberville, O. E. Meyer, of the Erlin Elevator, of Erlin, and J. T. Badgely, of the Pioneer Milling Company, of Pioneer, called on W. H. Morehouse & Co., one day last week.

L. A. Mennel, of the Mennel Milling Company, returned a few days ago from a trip to Hot Springs, Ark.

Col. E. L. Southworth returned April 1 from a sojourn of several weeks in Florida.

C. S. Coup, vice-president of The Northwestern Elevator & Mill Company, returned about April 1 from a two weeks trip through the southeastern states. He reports a large acreage of Winter wheat and oats, and both crops looking fine. He also says business is just a little quiet in those parts.

The Interstate Commerce Commission handed down a decision March 26 officially placing Toledo in the Eastern time zone.

"The Farmers' Predicament," was the subject of an address by O. E. Bradfute, president of the Ohio Farm Bureau Federation, before the Toledo City Club, at the La Salle & Koch dining rooms, March 25. The address was a summary of facts that have been in the forefront of political, economical, and store box discussion for the past 18 months or more.

Among recent visitors at the Toledo Produce Exchange are: A. T. Ward, Fostoria, Ohio; John Dirk, Weston, Ohio; A. A. Cunningham, the Sneath-Cunningham Company, Tiffin, Ohio; W. H. Crossland, Courteen Seed Company, Milwaukee, Wis.; C. E. Purdy, Jamestown Electric Mills, Jamestown, N. Y.; W. B. Fores-

man, Lafayette, Ind.; Rush Croninger and Dell Lloyd, Grand Rapids, Ohio; J. F. Ash, Forest, Ohio; F. S. Lewis, Chicago, Ill.; Benjamin Delaney, of the J. Chas. McCullough Company, Cincinnati, Ohio; Charles Bailey, St. Albans, Vt.; Edward Hansen, of the Kellogg Cereal Company, Battle Creek, Mich.

The plant of the Northwestern Elevator & Mill Company has been closed down for two weeks undergoing some repairs and installations.

Joseph Streicher, Geo. Woodman, Ray Wick and Joe Doering attended the last monthly meeting of the Northwestern Ohio Farmers Grain Dealers Association at Holgate, April 3.

The receipts of grain are pretty good for this season of the year, when farmers are busy with their spring work, and the roads are well nigh impassable. The cash demand for grain is quite slow. Business is very quiet with the Toledo mills at this time. Both flour and feed trade are dull. There is a good demand for hay and prices are strong.

L. L. McCullough, of the Minneapolis Seed Company, of Minneapolis, Minn., called on the seed trade two days recently.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

BUSINESS with the Louisville elevator companies and the general hay, grain and feed interests, has been fair, although not rushing during the month. Stocks on hand in local elevators have slowly been reduced, and are much smaller than they were a few months back, while the volume handled is not as large as it was. However, the season is well along, and wheat supplies are being lowered, while corn holdings are not increasing materially, although they are heavier than they were a few weeks back.

The Kentucky Public Elevator Company reports fair business, but that things are not as good as they were about the first of the year. The South is not buying nor stocking to any extent, and orders are for small lots mostly. At the present time the company has on storage 115,000 bushels of oats, 105,000 of corn and 35,000 of wheat. This is comparatively light stock, even for this season.

Movement of seed oats this spring has been a little slow due to heavy rainfall most of March, which held back planting. However, considerable headway is being made this month and oats are moving more freely. Grain dealers are asking 43 cents for seed oats, but seedsmen are quoting them at around 55 cents, including sacks in the latter case.

Local quotations on grain are fairly steady, cash oats being offered at 40 cents for No. 3 White. Corn is quoted at 64 cents a bushel for No. 3 White and Yellow, Mixed being a half cent lower. No. 3 grade is quoted at about two cents under No. 2. Feed prices are weaker due to unusually fine early pasturage. Bran is quoted at \$28; middlings, \$30; mixed feed, \$29, and hominy feed, \$23 a ton. Prices would be lower on feed if mills were in need of business, but production is about 33 1/3 per cent for southeastern territory, therefore there is not enough surplus to force a really weak market.

Hay prices are a little stiffer than last month, as supplies are dwindling a little, and wet roads have resulted in light hauling. Receipts are picking up a little now. Quotations show Timothy, No. 1, \$23 a ton, No. 2, \$22; Mixed, No. 1, \$22, No. 2, \$20; Clover, No. 1, \$24, No. 2, \$21; wheat and oat straw, \$13; rye straw, \$15.

Wheat buyers are paying \$1.40 a bushel for No. 2 Soft Red Winter wheat at Ohio River crossings at this time, and report that while they can get all the wheat they want, the market is firm. Demand is not keen, as business is slow, and millers are afraid of a slump. It is claimed that with demand calling for operation only two or three days a week the millers are not stocking wheat, even though stocks in hands of consumer, jobber and retailer are light.

Retailers of Louisville who handle coal, lumber, ice, or other lines along with feed and grain, were considerably excited a few days ago, when it was discovered that some of the large coal retail houses were behind an ordinance for a \$500 annual license tax for all coal retailers, and a \$100 license tax on coal jobbers. It is reported that some of the big coal dealers took this plan of crowding out competition, so that they could have the market to themselves. However, coal men got busy when they discovered that the ordinance was to be a section of a general license measure, and enough criticism of the plan was heard to kill it. One of the afternoon papers came out with an especially severe attack on the "joker" measure, showing that it would prove a blow to the consumer, as the amount involved was out

of all reason. Small retailers suggested that if it was a clean plan the method would be to tax the retailers on the basis of annual tonnage handled. This probably scared the large retailers worse than they scared the small ones. Some of the members of the Lower Council were appealed to and when the bill came up, the coal taxing section was cut out entirely.

O. W. Edinger, of Edinger & Co., local jobbers, reports a fair volume of business, although demand as a whole is not at all active, business coming in spurts with too many slow periods to make it interesting.

According to the biennial crop report just published by W. C. Hanna, Kentucky Commissioner of Agriculture, about one half of the 1920 crops are credited to the 1921 crops in the Government's estimates of Kentucky production. Mr. Hanna in his report gives values of 1920 crops at \$109,097,000 and for 1921, \$55,436,000. Corn leads the list, with 82,150,000 bushels, \$45,182,000, as compared with 100,650,000 bushels for 1920, valued at \$82,533,000. Wheat, 1921, 6,340,000 bushels, \$7,292,000, as against 5,610,000 bushels in 1920, \$10,715,000. Oats, 5,567,000 bushels, \$2,672,000 as compared with 8,225,000 in 1920, at \$6,004,000. Rye, 180,000 bushels, \$202,000, as against 480,000 bushels, \$720,000 in 1920. Barley, 144,000 bushels, \$88,000, as compared with 112,000 bushels in 1920, valued at \$129,000. 1921 Bluegrass seed production was 175,000 bushels as against 325,000 bushels in 1920.

James L. Armstrong, secretary-treasurer and manager of the New Albany Milling Company, New Albany, Ind., also grain dealers, died on March 26 at his home, "Cedar Bough," following an attack of heart trouble. He was a son of the late Thomas Armstrong, former mayor of New Albany, and former head of the milling company. He is survived by his mother, widow, and two sisters, Misses Julia and Catherine Armstrong. Mr. Armstrong was 49 years of age. He was a director in the Chamber of Commerce, prominent in fraternal, church and musical circles.

Fire at Lawrenceburg, Ky., on April 2, caused the loss of \$66,500, including some livery stables, and the Anderson Feed Company, along with other concerns. The loss to the feed company was about \$8,000.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

A DINNER was held at the Hotel Biltmore on Friday evening, March 17, to celebrate an accomplishment decidedly unusual in business history, namely, the completion of 50 years of activity in business under one firm name and in one location. It was in 1872 that Patrick and Thomas Lenane started in the grain, hay and feed business at 307-308 West Street, New York City. During the ensuing half century the business has grown steadily until the firm of which Thomas Lenane, Jr., is the sole head now conducts one of the largest hay and grain distributing trades in the East. About 25 covers were set at the dinner, mainly for employees of the firm. The principal address was made by Mr. Lenane. Prominent among the other speakers was Thomas J. O'Rourke, who has been with the firm the past 45 years. For many years members of the Lenane family have been active among the well-known members of the New York Produce Exchange and taken an active interest in its affairs.

Members of the grain trade on the New York Produce Exchange heard with much regret that their esteemed friend Robert E. Gentles was no longer connected with the old grain exporting house of Milmine, Bodman & Co., Inc., nor with the Buckwheat, Feed & Grain Corporation, of which he was an officer.

Lambert H. Fish, son of the late Frederick K. Fish, an old and esteemed member of the grain and feed trade, has been elected to membership in the New York Produce Exchange. He was heartily welcomed on 'Change by his many old friends as he had long been active in the trade, representing his father, whom he has succeeded in business.

O. M. Mitchell, head of the old grain exporting house of Power, Son & Co., returned to his post on the Produce Exchange early this month and was cordially greeted by his many old friends. Mr. Mitchell had been absent for about three months, which time was spent with Mrs. Mitchell on a pleasure trip in Southern Europe. They went first to Sicily, but spent most of the time motoring through Italy.

Members of the flour and grain trade practically all over the country were greatly shocked by one of the most lamentable catastrophes that has ever directly concerned them. I refer, of course, to the terrible accident which occurred off the coast of Florida when the flying boat *Miss Miami* was forced down in the open sea by a broken propeller. As a result of this accident

and his wife. Mr. Bulte was vice-president and active head of the great Larabee Flour Mills Corporation, and was highly esteemed by a host of friends throughout the country. He was recognized as one of the leading flour millers of the country and his loss will be keenly felt.

M. B. Jones of M. B. Jones & Co., Inc., grain receivers, was warmly received on the Produce Exchange floor upon his return from a two months' trip which carried him as far as Los Angeles. He returned by way of New Orleans, taking in the Mardi Gras, and thence to Pinehurst. He stated that people in California are far more optimistic than in the East, seeming to be no longer depressed by the aftermath of the war.

Henry E. Beardsworth, identified with the local grain trade for a number of years, has severed his connection with the Rosenbaum Bros. and become associated with P. N. Gray & Co., Inc., exporters and importers.

James Stewart, who was elected president of the Maple Leaf Milling Company, Toronto, following the death of Hedley Shaw, was a visitor in the local flour market during March. Late in the month the mill's New York representative, W. S. Harrison, was operated on for appendicitis. His many friends on 'Change were gratified to hear that the operation had been wholly satisfactory and that Mr. Harrison was making satisfactory recovery. It was asserted that he would probably be fit to leave the hospital early in April.

Thomas C. O'Brien, who has been connected with the New York office of the Armour Grain Company, has severed that connection and returned to Buffalo, where he was formerly connected with the grain trade. He will be identified there with the O. B. Williamson Forwarding Company, which is affiliated with the Superior Elevator.

John Melady of the Melady Grain Company was back on 'Change toward the end of March and received a cordial welcome after a two months' visit to Central Europe via the Mediterranean. Mr. Melady stated that business conditions in that quarter were exceedingly unsatisfactory, being somewhat chaotic.

Hans Simon of the New York Produce Exchange who is manager in this country for the large grain importing house of L. Dreyfus & Co., Paris, returned to his post on 'Change and was heartily welcomed by his friends and associates. He was absent for two months on a trip through France, Belgium, Germany and England.

George Morrow of the large cereal specialty house of Morrow & Co., was cordially received in 'Change after spending 10 weeks in Florida as is his custom each winter.

Victor Newcomb, one of the Produce Exchange representatives of Morrow & Co., cereal merchants, left the city late in March for a two months' business trip through Europe.

David Coleman of the National Grain Company, flour and grain dealers, has been elected to membership in the New York Produce Exchange.

James Rank of Rank Bros., one of the largest milling concerns in the United Kingdom, arrived in New York recently with Mrs. Rank. They left shortly for a one week trip to Bermuda, intending on their return to spend several weeks in Chicago, Montreal and other leading markets.

The following prominent members of the Chicago Board of Trade were among the recent visitors on the New York Produce Exchange: Leeds Mitchell and Theo. E. Cunningham, members of the firm of Harris, Winthrop & Co.; Fred. S. Lewis of F. S. Lewis & Co.; E. P. McKenna, of McKenna & Dickey; C. I. Brayton, a member of the firm of Stein, Alstrin & Co.; J. C. Murray of the Quaker Oats Company; F. A. Willer, a partner in the firm of J. E. Bennett & Co.; Arthur Cutten, Wm. H. Noyes, Thomas M. Howell and Mose Singer.

GRAIN NEWS FROM BOSTON

By L. C. BREED

Leading officials and business men from the Chamber of Commerce and various New England cities have been in Washington for the purpose of discussing the cancellation of the differential freight rates which discriminate against New England ports, the purchase by the Government of the Cape Cod Canal, the advisability of entering the St. Lawrence-Great Lakes waterway project, and the promotion of New England's railroad interests' future welfare. Under the auspices of the Maritime Association of the Chamber, a dinner was held at the New Willard Hotel.

E. G. Montgomery, chief of the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, recently was a visitor to Boston and was a guest of the Chamber committee on foreign trade at a luncheon held at the Exchange Club. A large group of representative manufacturers and exporters of foodstuffs

were present. This occasion was the third of a series arranged for co-operation with the Department of Commerce. Mr. Montgomery stated that the Foodstuffs Division dealt with upwards of 300 items, each one of which was of importance to at least one group.

More than 200 members and guests were present at the twelfth annual dinner of the Boston Flour and Grain Club. Alex T. MacDonald, president, presided and Everett Moss, president of the Chamber, spoke on the various activities of the organization. Other speakers included Prof. Leo Weiner of Harvard and Frank Crissey, veteran grain man of Concord, N. H.

A delegation from the Chamber will proceed to the dock of the Cunard Line in East Boston, April 19, to greet the arrival of the *Laconia*, inaugurating direct service between Boston and Ireland.

NEWS FROM NORTHERN OHIO

By T. J. CUNNINGHAM

R. D. Sneath, vice-president of the Sneath-Cunningham Company, Tiffin, has returned after six-weeks spent at Miami, Fla. Mr. Sneath is a great follower of the gutta-percha ball, and spent much of his time on the golf links there.

Mr. Cook, of the Green County Grain Company, Jamestown, Ohio, was a visitor in Tiffin last month.

Mrs. A. A. Cunningham, wife of the president of The Sneath-Cunningham Company, Tiffin, is now convalescing after a very serious attack of erysipelas.

The recorded snowfall over Ohio, on March 21, ranged from 2.6 inches at Toledo to .3 of an inch at Cincinnati.

The crops department of Ohio State University now comes out with the statement that \$2,000,000 a year are lost to Ohio farmers through the ravages of oats smut. Continuing, they say: "There is an average annual loss of 2 per cent caused by the infection of the oats with loose and covered smuts. Practically all the oats grown in Ohio are infected to some extent, unless the seed oats are treated before sowing." From the same source, farmers are being advised to sell their corn when it is most convenient and when marketing costs are lowest. They also suggest, that rather than carry the cash corn, the farmers will be taking less chances by selling it and buying futures.

The Crawford County Seed Improvement Association, at Bucyrus, re-elected James Decker, president; Charles L. Buck, vice-president and Arthur Shawk, secretary-treasurer.

N. C. Friedley, owner of the elevator at Carrothers, Ohio, was a Tiffin visitor on March 21.

According to a statement from the Ohio Division of Markets, more people are coming into Ohio to farm than are leaving it to go elsewhere for that purpose. One of the recognized advantages of Ohio in this respect is the large number of good-sized towns in the state and the chain of interurban and steam roads, affording shipping and marketing facilities which cannot be excelled anywhere in the country.

E. G. Craun, superintendent of the Sneath-Cunningham Company, Tiffin, who is also grand captain general of the Ohio Grand Commandery, Knights Templar, will head the Ohio delegation at the 35th triennial conclave in New Orleans, April 24 to 27.

The miners' coal strike finds Ohio with its coal bins filled to overflowing, and no one seems to give the strike very much concern. Lake shipments may be slowed up for a time, but these can later be caught up, as it appears now as though there would be plenty of tonnage available. Brokers are already offering to supply coal in any amounts from non-union Kentucky mines, and there is little doubt that the same thing will be true of many Ohio mines.

The farmers have been ineffectual in their efforts to prevent Tiffin going on eastern time, although they went so far as to carry their fight to the churches here. They threaten to shift their trade, as well as their worship, to neighboring towns having central standard time. Tiffin went on eastern time at 2 a. m., April 2.

Farmers are not at all anxious to move corn, and it daily becomes harder to buy. A couple of months back they would have been glad to avail themselves of present prices, but now with the market so high on hogs they see more money in feeding it, and those who still intend to sell are talking of much higher prices.

Despite weather of the usual March variety, the wheat crop here seems to be doing unusually well. A week of blizzard weather, with much snow and high winds, which filled the roads so that they were impassable for automobiles and trucks was followed by a week of heavy rains which brought the creeks out of the banks,

flooding roads and fields. Only a quick drop in temperature stopping the rainfall, saved this territory from a repetition of the flood of 1913. At present the ground is soaked through and through with water, and it is lying in large pools on the fields in many places. It will be some time before farmers can again resume work in the fields.

Mud roads are in a frightful state and are practically impassable. Even the stone pikes have been cut through so that they can only be traveled with difficulty. Under these conditions the movement of grain is practically nothing.

M. Putman, Government crop reporter for Rising Sun and vicinity, states that the prospects for wheat there are exceptionally good this spring.

On March 30, there was a meeting at Oak Harbor of the Ottawa County co-operative elevator boards, and plans were approved by which co-operative elevators in 52 Ohio counties would take over the elevator now operated by the Co-operative Union Elevator Company, Cleveland. The policy of the elevator will be changed, and it will be used as a terminal for co-operative grain shipments. The elevators of Ottawa County are among the first to take action on this plan.

C. J. West, of the Federal state crop reporting service, through reports received estimates the damage to Winter wheat in Ohio through winter killing at around 15 per cent.

At Sycamore, the Eureka Milling & Supply Company has increased its capital from \$40,000 to \$70,000 by the sale of \$30,000 of preferred stock. Most of this was subscribed by farmers to assure the continued operation of the plant. It is said the directors had considered closing the plant unless this issue of stock had been subscribed.

Prof. T. H. Sonnedecker of Tiffin reports the month of March as being an unusually damp month, rain falling on 20 days out of the 31. The temperature was slightly above normal, averaging 39.9 degrees. The total precipitation for the month was 5.26 inches, this being 1.77 inches over the normal rainfall. The wettest March was 1913, when 10.23 inches of rain fell. Total snowfall for the month was 5 inches.

In the suit for judgment brought by the Gee-Lewis Grain Company against the Marion Grain & Supply Company, Marion, Ohio, a settlement was effected in the common pleas court there at the cost of the defendant and without record.

The Wyandot County Pure Seed Association held a general meeting at Upper Sandusky, April 5, at which Wallace Hanger, secretary of the Ohio Seed Improvement Association, was present, and discussed plans for the field inspection work to be done this year. The Wyandot association was organized with less than two dozen farmers growing certified wheat. This number was increased to over 100 last fall, with approximately 2,000 bushels of the certified Trumbull wheat sown. It is intended to extend the activities of the association to include oats, clovers, etc.

Ohio State University, through Prof. C. J. Willard, has been cautioning farmers to be careful in the selection of their Alfalfa seed, asserting that, due to the small supply of domestic Alfalfa seed during the last few years, the market has been flooded with seed imported from foreign countries.

Philip Loscher, manager of the elevator at Huron, Ohio, has resigned.

The Ohio Farm Bureau Federation is organizing the Crawford County Investment Service Bureau at Bucyrus. Its purpose is to protect investors against investments in worthless stocks. Henry S. Ballard, Columbus, attorney for the Farm Bureau, said that the amount of money lost a year in Ohio by worthless stock purchases was equal in value to the annual wheat crop.

Defiance County farmers are reporting the best prospects for wheat this spring they have had in several years.

Ohio towns generally seem to have anticipated the miners' strike, and have ample supplies of coal for several months.

The outstanding feature in the condition of the growing wheat in this locality is the absence of bare spots in all the fields. Any way you look, the fields present an unbroken expanse of growing green. In some of the extreme low spots, where water still stands, there is a possibility that later on bare places may be in evidence; but this is not apparent at this moment. The weather during the past couple of weeks has been extremely warm, with rain nearly every other day. Spring work is away behind, owing to excessive rainfall and condition of the ground. Very little plowing has been done, and only in isolated cases has any oats been sown. With the thorough soaking the ground has had it will be some time before the clay ground is fit to work. Failure to get out a big crop of oats in this locality this year would be a real calamity, as the crop was

very much of a failure here last year and oats are very scarce here at the moment—the buying being almost on a retail basis.

The continued wet condition of the ground may also operate to curtail the use of field seeds this spring, the sales of which, so far, have been very backward.

At this writing, reports are coming of blizzards in Nebraska, and as the temperature is falling rapidly here, it is possible that this section may get a dose of the same kind of weather. If it should, the wheat crop can hardly escape damage.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for March:

BALTIMORE—Reported by James B. Hessong, secretary of the Chamber of Commerce.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	1,411,007	750,477	1,755,611
Corn, bus....	8,964,900	5,139,507	8,643,441
Oats, bus....	142,382	145,193	20,020
Barley, bus....	79,677	96,674	158,659
Rye, bus....	376,721	960,105	955,047
Malt, bus....	1,676	.....	.....
Millfeed, tons...	1,791	1,057	.....
Hay, tons....	1,817	1,558	.....
Straw, tons....	57	109	.....

CAIRO—Reported by Mike Shanahan, chief grain inspector, weighmaster of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	50,060	161,179	61,320
Corn, bus....	186,172	147,372	178,040
Oats, bus....	1,172,061	1,481,834	1,239,637

CHICAGO—Reported by John R. Mauff, secretary of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	1,229,000	2,218,000	1,284,000
Corn, bus....	12,446,000	15,743,000	12,106,000
Oats, bus....	5,553,000	6,089,000	6,092,000
Barley, bus....	766,000	828,000	285,000
Rye, bus....	222,000	218,000	286,000
Timothy Seed, lbs.	2,828,000	4,056,000	5,187,000
Clover Seed, lbs.	2,448,000	4,062,000	2,414,000
Other Grass Seed, lbs....	3,134,000	1,955,000	1,698,000
Flax Seed, bus...	47,000	45,000	2,000
Hay, tons....	9,434	12,177	1,305
Flour, bbls....	1,192,000	1,142,000	1,003,000

CINCINNATI—Reported by D. J. Schuh, executive-secretary of the Cincinnati Grain & Hay Exchange.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	230,400	202,800	231,600
Shelled Corn, bus.	418,800	451,200	231,600
Oats, bus....	348,000	492,000	194,000
Barley, bus....	6,500	1,300	.....
Rye, bus....	8,400	13,200	13,200
Ear Corn, bus...	31,200	22,400	.....
Hay, tons....	5,038	9,482	.....
Feed, tons....	1,920	1,350	.....

CLEVELAND—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus., R.R.	45,498	5,304	2,667
Corn, bus., R.R.	435,863	242,252	77,210
Oats, bus., R.R.	149,954	201,596	42,681
Barley, bus., R.R.	3,411	.....	49,555
Rye, bus., R.R.	3,701	.....	.....
Hay, tons, R.R.	1,201	919	13

DULUTH—Reported by Charles F. MacDonald, secretary of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	2,581,437	896,126	247,085
Bonded Wheat, bus.	40,954	1,505	8,842
Corn, bus....	2,153,718	568,411	37,515
Oats, bus....	130,760	889,154	25,759
Barley, bus....	174,969	3,212	41,596
Rye, bus....	2,108,714	327,898	244,998
Flax Seed, bus...	126,424	46,617	125,392

FORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	8,992,706	4,366,792	1,620,259
Corn, bus....	6,236	3,112	6,236
Oats, bus....	4,563,268	4,740,665	1,146,620
Barley, bus....	948,567	1,180,196	137,548
Rye, bus....	270,996	155,049	39,398
Mixed Grain, lbs.	1,941,620	1,999,325	60,000
Flax Seed, bus...	158,273	279,815	81,208

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	96,200	187,200	39,000
Corn, bus....	1,288,000	514,800	806,400
Oats, bus....	888,000	1,068,000	634,000
Rye, bus....	9,800	16,800	2,800
Flour, bbls....	31,902	25,403	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	3,987,900	5,783,400	4,769,550
Corn, bus....	161,500	2,418,750	783,750
Oats, bus....	377,400	447,100	538,500
Barley, bus....	73,500	232,500	101,400
Rye, bus....	20,900	48,400	12,100
Flax Seed, bus...	4,000	.....	45,100
Kaffir Corn, bus.	391,600	568,700	309,000
Hay, tons....	23,112	23,124	5,532
Flour, bbls....	87,750	65,975	516,425

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	1,178,800	1,162,800	1,251,600
Corn, bus....	3,052,400	2,203,600	2,808,400
Oats, bus....	694,000	650,000	828,000
Barley, bus....	88,000	72,000	84,800
Rye, bus....	183,400	57,200	16,800

LOS ANGELES—Reported by M. D. Thiebaud, secretary of the Los Angeles Grain Exchange.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, carloads	211	151	.....
Corn, carloads..	131	23	.....
Oats, carloads..	20	19	.....
Barley, carloads	100	82	.....
Rye, carloads...	.....	1	.....
Flour, carloads..	183	174	.....

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	79,880	288,900	144,625
Corn, bus....	2,243,220	3,110,625	1,713,542
Oats, bus....	1,903,500	1,072,305	1,957,125
Barley, bus....	971,700	704,520	237,160
Rye, bus....	229,230	140,390	216,980

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	6,972,550	7,398,360	3,454,870
Corn, bus....	1,974,800	1,273,190	1,315,770
Oats, bus....	2,180,490	1,433,920	3,262,750
Barley, bus....	1,061,440	1,160,610	1,122,560
Rye, bus....	366,220	403,610	277,890
Flax Seed, bus...	254,240	421,260	95,250
Millstuffs, tons	13,803	4,737	61,749
Hay, tons....	2,751	2,309	620
Flour, bbls....	79,870	88,035	1,351,515

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	999,166	1,318,868	.....
Corn, bus....	8,980	4,095	.....
Oats, bus....	247,255	214,607	.....
Barley, bus....	101,449	180,939	.....
Flax Seed, bus...	36,640	18,455	.....
Hay, bales....	95,973	27,161	.....
Flour, sacks...	62,373	70,976	.....

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	4,447,600	1,081,800	5,089,000
Corn, bus....	3,231,200	3,019,400	4,200,000
Oats, bus....	2,858,000	598,000	2,510,000
Barley, bus....	386,900	372,200	477,000
Rye, bus....	320,600	21,000	131,000
Timothy Seed, lbs. ....	.....	.....	*4,882
Clover Seed, lbs. ....	.....	.....	*7,112
Other Grass Seed, lbs....	1,970	600	.....
Flax Seed, bus...	.....	3,200	.....
Hay, tons....	5,468	10,039	219 bales
Flour, bbls....	785,585	953,055	899,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	220,400	86,600	173,400
Corn, bus....	1,657,435	1,922,200	1,329,050
Oats, bus....	981,700	787,600	1,191,850
Barley, bus....	40,600	65,800	25,200
Rye, bus....	20,200	42,000	21,600
Mill Feed, tons	18,360	10,860	22,885
Hay, tons....	650	7,800	350
Flour, bbls....	271,860	271,700	276,700

PHILADELPHIA—Reported by S. S. Daniels, secretary of the Commercial Exchange.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	3,393,288	1,089,426	1,965,645
Corn, bus....	2,245,712	2,717,824	1,756,790
Oats, bus....	144,691	182,682	29,923
Barley, bus....	18,111	8,341	13,970
Rye, bus....	149,624	42,362	58,502
Flour, bbls....	274,820	245,818	73,865

PORTLAND, MAINE—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus....	1,697,100	2,623,127	1,354,341
Corn, bus....	433,995	146,057	251,727
Oats, bus....	282,558	274,854	220,112
Barley, bus....	470,951	147,288	288,469
Rye, bus....	54,957	88,703	127,286

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

	traffic manager of the Chamber of Commerce.			
	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, hus...	1,697,100	2,623,127	1,354,341	2,350,717
Corn, bus....	433,995	146,057	251,727	44,523
Oats, bus....	282,558	274,854	220,112	282,027
Barley, bus...	470,951	147,288	288,469	142,493
Rye, bus....	54,957	88,703	127,286	134,359

ASSOCIATIONS

WESTERN GRAIN DEALERS MEET

The twenty-second annual convention of the Western Grain Dealers Association convened at the Fort Des Moines Hotel, Des Moines, Iowa, on April 11 and 12, 1922. Up to noon of the first day 220 had registered, but over 300 were in attendance before the meeting closed.

Preceding the call to order by the president, Lee Davis of Scranton, Iowa, community singing was indulged in by those present, led by J. R. Murrell of Cedar Rapids. A good deal of enthusiasm was aroused which was reflected by the close attention given to the opening address by President Davis as follows:

PRESIDENT LEE DAVIS' ADDRESS

The Association year just passed has been rather an uneventful one; so that no special meetings of the Board of Directors or the Legislative Committee have been held. History is made fast in the grain trade; the question of car shortage so vital last year, has apparently solved itself this year in the return of railways to private management, and the consequent reassembling of box car equipment on home lines. There has also been very marked improvement in the morale of the service, and a very gratifying reduction in grain freight rates.

This Association is primarily one of the country shippers, and we have troubles and worries of our own and plenty of them. It does us all good to gather in the annual meeting once a year and talk them over.

Our interest in the grain business does not stop here, however, but is inseparably connected and bound up in the welfare and prosperity of the great distributing system of which we are a part.

I sometimes wonder why we always allude to it as a distributing system, when so much of our work up to a certain point, is assembling or gathering in. For the greater part of the life of this organization, the efforts of those who did not wish us well, and there were quite a few, were directed toward taking over this function of gathering in or assembling—the work of the country elevator.

In this the farmer has met with varying success, and his venture into the realm of merchandising has in most cases been expensive, and in many disastrous. He has acquired by experience knowledge of the cost of doing business and the hazards to be assumed.

In the last few years, however, it seems they are becoming ambitious—they are moving up, and are going to take over the terminals and the grain exchanges and with the help of Uncle Sam, organize a real "grain trust," and build some real large granaries and hold their grain until somebody gets hungry enough to pay their price, (or until Canada, South America, Australia, et al., have met the demand for grain), after which they will market said immense holdings in "an orderly manner."

Great phrase that "orderly manner." Do you know, men, I have a fool notion that the only truly orderly manner this old world has ever seen or will see grain marketed, is the same orderly manner in which the farmer always has been selling—when he jolly well pleased and needed the money.

Our greatest concern when we met in Cedar Rapids one year ago, was the attitude of our Government toward the grain business as expressed in the plans of the Committee of Seventeen (two of whom were employees of the Government, and in the flood of destructive and vicious legislation introduced in Congress and many of our state legislatures, directed against our grain exchanges and the established marketing system. Just at that time all interest centered in the "Lantz Bill" in the Illinois legislature which it was freely predicted would become a law, and it looked for a time as though the greatest grain market in the world would have to move over into Indiana.

Happily, however, this measure was defeated, largely, it is conceded, through the efforts of farmers who believed the provisions of the act to be against their best interest, and who wished the Chicago Board of Trade to continue to function.

National legislation of almost as radical a type has claimed our attention and consideration.

Among laws passed is the Capper-Tincher Bill regulating grain exchanges, but so modified and amended as to eliminate many of its objectionable features, so that they may continue to operate with their usefulness not greatly impaired.

More recently the Co-operative Marketing Bill was passed. Now the only trouble with this bill is that it is all wrong—fundamentally wrong, in that it confers powers and privileges on one group of citizens denied to all other citizens; likewise granting immunities from penalties of laws other citizens are required to obey. The producer is seeking to enter the field of business without taking a business chance.

We cannot discuss these features without recognizing and setting over one against the other the two rival and competing systems of merchandising grain—the competitive, which recognizes and encourages personal initiative, pride in ownership, capital invested and backed by personal endeavor—and the co-operative system or plan, seeking to occupy the same field, each having similar units, local elevators, state associations and national associations.

Just why Government should interest itself at all is hard to understand, for there cannot help but be in the nature of things acute competition between the two systems, and it is yet harder to understand why Government, which is supposed to be for all alike, should definitely take the side of and aid one system as against the other? Why should the Secretary of Agriculture think it necessary to act as wet nurse to co-operation? If co-operation cannot engage in business under laws considered wise and just for all other business activities, as a principle it is not worth saving.

It is very evident that the attitude of Government toward trade organizations is of the greatest importance to us, and in this connection the recent correspondence between Secretary of Commerce Hoover and Attorney General Daugherty is of paramount interest.

We are impressed at once with the fairness and openness characteristic of the man, in this effort of the Secretary of Commerce to clarify the situation to such an extent that trade associations may be

advised or understand what activities may be lawfully undertaken, and to what extent the members may co-operate along various lines, in the collection and use of trade information with special reference, of course, to its relation to the provisions of the Anti-Trust Act.

The discussion is rather illuminating as an expression of the views and attitude of the Secretary but is on the whole somewhat disappointing as we get very little satisfaction from the reply of the Attorney General.

It would appear after all, that the only way to find out if any certain plan of action an association may adopt is to be considered a violation of law, is to try it out, then if in the opinion of some zealous bureau or department there is a suspicion of wrong doing, or an outcome which might be considered or construed as having been influenced by such action, prosecution will follow, or an investigation be ordered by some over-zealous senator who is playing for votes. It is unfortunate for us that we have so few votes, since we are governed largely by politicians in place of statesmen—so few votes that we are not worth noticing. It has become one of the popular amusements among the politicians to take a crack at the regular grain trade,—as popular as throwing rocks at Rockefeller.

In passing such measures as the Capper-Tincher Bill, it would seem that our lawmakers have listened only to the socialistic appeals of agitators who seek to handicap and if possible destroy business institu-



LEE DAVIS OF SCRANTON, IOWA, PRESIDED.

tions of merit and worth. I believe, however, that there are signs of returning sanity. I quote Wallaces' Farmer of recent date:

"Faulty as our present credit and distributing system is, it nevertheless handles grain more economically than any other system which has ever been perfected. The most perfect system in the world will not permit farmers to produce far more than the market wants at a price representing cost of production."

"There is such a thing as overproduction, and if the farmers of the corn belt don't believe it, they can soon convince themselves on the matter if they continue to produce 3,000,000,000 bushel crops year after year. Within two years the price should convince even the most obstinate, although there will doubtless still be a few who will try to lay the blame for the low price on credit and the distributing system."

We get another note of encouragement from an open letter written by Governor McKelvie of Nebraska addressed to one Benjamin C. Marsh of Washington, D. C. from which I quote: "The country is being plagued now by the efforts of a class of theorists, alleged economists and political demagogues, who are not content to regard our present day problems in the light of common sense, but prefer to attempt to thwart the operation of the age-old laws of economy with political action."

"We cannot hope to overcome permanently, by legislative act, the world-wide economic disorganization that was brought about by a four years' war. We of this period are having only the same experiences that have come to this nation and every other nation under similar stress throughout all history."

Again, I note that our criticisms of the activities of the county agents are beginning to bear fruit and that many farmers and farmers organizations are also protesting, and we find the assistant secretary of agriculture addressing a gathering of county agents, calling attention to the multiplicity of complaints against various activities, admitting that there is a strong movement on foot demanding nothing less than the abolition of the county agents and even the repeal of the Smith-Lever Law.

In conclusion I want to leave with you the thought of service. The grain dealer who has no higher conception of his mission in the community, than to make a living, acquire a competency, or perhaps to run out a competitor by strong arm methods, has a

very poor opinion of himself and his calling; but remember that it is just as bad to wrong yourself as to treat a customer ill, and while you aim to deal so fairly that he will want to come back, make him treat you right also. Aim to keep the best elevator and give the best service in your territory, and you won't get lonesome for lack of patrons. For the coming year I wish for you all brighter business skies, wider margins, smoother going, less engine trouble, no blowouts, and less departmental "driving from the rear seat."

This was followed by the report of Secretary-Treasurer Geo. A. Wells.

SECRETARY'S REPORT

This is the twenty-second anniversary of this Association. We now have a membership of approximately 500. I am pleased to state that the membership has held good in numbers under the adverse conditions of the past two years, and with very little energy exercised to secure new applications. We should increase our membership.

Let me call your attention to the fact that the members of the Western Grain Dealers Association receive more service and benefits in return for their dues than is given by most other grain trade organizations.

In 1907 the Western Grain Dealers Mutual Fire Insurance Company was organized as an auxiliary to this Association, which provides insurance to grain dealers on an averaged cost basis giving them the best of fire insurance protection and the best of service at 50 per cent of the original cost as written by stock companies. This benefit comes to the members of the Western Grain Dealers Association without additional cost in the way of dues or policy fees.

It may be said that the secretary maintains a bureau of information to the grain trade, and that many grain dealers who are not members avail themselves of this service. We cannot always give all the information desired but do the best we can. The daily correspondence of this character is considerable. This service is without additional cost to the members and grain dealers.

The officers and committees of the Association endeavor to give attention in such manner as may be deemed advisable to the general proposition that directly relate to the grain business, namely: Transportation, terminal market conditions, and legislation. During the past year these matters have been in such a chaotic condition that we have not attempted to do much of importance in relation to them. I believe, however, that these conditions are returning to normal, and that grain trade organizations will find much that it will be necessary to do along these lines for the protection of our membership, all of which is largely done without additional cost above the \$12 per annum.

As you will note on the program for this afternoon we are proposing an additional service and benefit in the way of providing our membership and their employees with life insurance at a low cost, and George W. Hughes, manager of the Aetna Life Insurance Company, will submit the proposition in detail, such insurance being contingent on membership of the employer in this Association, and will terminate when the policy holder ceases to be a member.

These are the days when the tradesmen in every line of commercial activity are being deprived of liberty and regulated by law to an extent that I believe is a serious menace to the future commercial welfare of this country. During the past months we have heard much in regard to the deplorable condition of agriculture, the low prices for farm products, and the high cost of agricultural production. The leaders in agricultural thought and sentiment have advocated various remedies and ideas, some of the ideas suggested are radical and revolutionary and have been expressed in bills presented to Congress some of which bills have already been enacted into law.

I am sure that the grain trade is in full sympathy with the farmers in their post-war experience in relation to the deflation in the prices of farm crops, but we do not hear of much in the way of sympathy from them for the grain trade.

Let me call attention to the fact that there is always a considerable part of the annual production of grain held by the grain trade which is in store and in the natural flow of commercial distribution.

It is roughly estimated that of our wheat crop which averages about \$00,000,000 bushels, approximately 100,000,000 bushels are held in store and in the flow of manufacturing and commercial distribution; other grades likewise to some extent.

The grain trade has suffered heavy losses during the post-war period of liquidation of grain prices. I can show the farmers or their representative leaders without much trouble that the toboggan slide of the market prices of corn from \$2 down to 30 cents, of oats from \$1 down to 25 cents and of wheat from \$3 down to \$1 fell heavily upon the grain trade, and that the grain trade has suffered heavier losses proportionately than the farmers have.

The farmers and the grain trade should reason together and understand each other better. Farming and grain production is one business, and the commercial distribution of grain is another business; each of these businesses require technical and expert experience.

The commercial distribution of grain is a world-wide proposition and the best brains and the strongest possible individual initiative, energy and courage should be employed. The best salesmanship is necessary in order to meet the world's competitive conditions.

The competitive system of the commercial distribution of grain is the only system that can measure up to the requirements and conditions that will confront the commercial interests of this country in the coming years. The agricultural interests of this country will have world-wide problems of commerce and competition to meet that will require the service of the best and most competent agency possible. The grain trade, including the country dealers, the terminal market commission merchants, and buyers, the exporters and the millers should study these conditions from a competitive standpoint and give the farmers the best possible service at the lowest cost.

Service to the agricultural interests and the farmers should be the watchword of the membership of the Western Grain Dealers Association and all other trade organizations.

I submit the proposition that commercial trade organizations are essential to the successful development of the commerce of this country, and the commercial distribution of agricultural and manufactured products. Congress should take notice of this situation.

I desire to express my appreciation of the hearty co-operation and good-will of the officers, directors, and members of this Association.

Following the acceptance of this report, Jay A.

King, of the Western Grain Dealers Mutual Fire Insurance Company read a paper on Mutual Fire Insurance. In part he said:

REPORT OF JAY A. KING

As nearly all of the members of the Western Grain Dealers Association carry insurance in the Western Grain Dealers Mutual Fire Insurance Company, it is presumed that a report of the business done by and the present condition of that company, will be of interest to most of those in attendance at this meeting.

While an insurance company may have carried business at a low cost and paid all losses promptly, it is necessary that the company shall have sufficient assets to guarantee its ability to continue so doing. The Western Grain Dealers Mutual Fire Insurance Company has more than a quarter of a million dollars in cash assets—\$180,000 of which is invested in securities of the first class, Liberty bonds, municipal bonds and notes secured by first mortgage on real estate and has more than a hundred thousand dollars surplus above all liabilities, including the re-insurance reserve of \$140,000. Although not so required by law, all of the bonds and part of the real estate loans, constituting the major part of these assets, are deposited with the Insurance Department of Iowa as a guarantee to the policy holders.

Some part of the success of this company is no doubt in consequence of the co-operation of the policy holders in removing and eliminating hazardous conditions when suggested by our inspectors.

We cannot expect to use sufficient care to entirely prevent loss by fire. There is no doubt that reasonable carefulness will lessen the number of fires and reduce the amount of fire losses. That being true, the subject of fire prevention should be given thoughtful consideration and an earnest effort made by every elevator owner and operator to prevent the occurrence of fire.

It has been said that experience is the best teacher. It ought not to be necessary to go through a personal experience to be convinced. It is then too late in most cases to apply the remedy. From a consideration of the causes of damage by fire in 1921 to several of the elevators that were insured in this company, we will find some hazardous conditions that can and should be avoided.

Early in the year an elevator was burned for the loss of which we paid \$3,781. The cause of the fire was an over-heated stove in the office, attached to the elevator. The man in charge started a fire in the stove, then went outside. When he returned a few minutes later, the building was on fire to such extent that it was beyond control. Other elevators have burned in previous years from the same cause. Without doubt, if proper protection had been installed around and under the stove, the fire would not have occurred.

An elevator was burned at Pioneer for which this company paid \$8,162. The cause in this case was sparks from a locomotive, lodging on a shingled roof. Another small loss occurred from the same cause. We must conclude that a shingled roof near the railroad track is not safe. Noncombustible material for the roof does not cost any more than shingles.

During the year, this company paid damage, caused by lightning, in 10 cases. The amount in each case was small, the aggregate being only a little over \$600. However, the small amount of the damage by lightning may be attributed to luck rather than good management. The result is not so slight in every case of an elevator being struck by lightning. In some previous cases the elevator was set on fire and the entire building and contents were destroyed.

So far as I know, this company has never paid for damage by lightning to a rodged elevator. While on this phase of the subject, I cannot refrain from again calling attention to the advisability of rodging all elevators that are not metal covered. The price of copper is now so low that the cost to rod an elevator should be moderate. The danger of damage by lightning would be eliminated and the reduction in the insurance rate would be sufficient to cover the cost of the rods.

The claim is made that there is no danger of fire being caused by an electric motor, especially of the squirrel cage three phase type. That claim is made especially by so called electricians in the small towns. However, that is not true.

This company paid a loss of \$383 in 1921, the fire having occurred from just that cause. We also paid a somewhat larger loss the previous year from the same cause.

It is absolutely unsafe to have a motor in the cupola of an elevator, unless it is in a fireproof enclosure. In each of the above named cases, the elevator was saved from destruction by a narrow margin.

In another recent case, the motor burned out but as it was in a fireproof enclosure, the building was not damaged.

A few months ago an elevator was burned, the fire undoubtedly being caused by a tramp in the dust house. The dust house was thoroughly cleaned Thursday. The fire was discovered early the next Sunday evening. In the meantime some corn shelling had been done, from which enough dust and chaff had accumulated to make a bed for a tramp.

The fire could not have been caused by spontaneous combustion. While no tramp was seen in the dust house, they were then frequently seen in the vicinity.

The door of the dust house was not locked. The conclusion was that a tramp caused the fire.

When the fire was discovered, fire extinguishers were used, with good effect. It was supposed the fire was put out, and the men left it. A little later the fire started up again, could then not be controlled, destroyed the entire elevator and contents, causing a loss of \$5,700 to this company, a greater amount to another insurance company and a loss of three or four thousand dollars to the owner of the elevator.

This occurrence provides three important lessons in fire prevention.

First, keep the door of the dust house and of the cob house securely locked to prevent tramps getting in.

Second, fire extinguishers are valuable protection and should be kept about the premises in good order.

Third, when a fire seems to be out be positively certain it is entirely out before leaving.

A loss occurred from spontaneous combustion, the loss amounting to over \$12,000. That cause can be avoided in most cases, if the elevator is kept well cleaned and dirt and refuse not allowed to accumulate.

We paid two small losses from exposure and two in the same town at the same time, cause incendiaryism. No blame attached to the owners. These were unavoidable causes.

The last though not least is that mysterious cause unknown. That word "unknown" in the matter of fire losses, covers a multitude of sins. The National Underwriters of New York, having been engaged many years in compiling statistics on fire losses, make the claim that without doubt, three-fourths of the losses from Unknown Cause, were avoidable.

Under the classification unknown, this company sustained losses in 1921, amounting to \$27,500. Unknown causes of fire in elevators, if known, would no doubt include a hot box from neglect in oiling; drippings of oil from a bearing into dust, causing combustion; hot motor in the cupola; open electric wiring; the insulation defective and the wire in contact with combustible material; an electric wire hung over a nail or other metal; an extra accumulation of dust or possibly other causes.

When it is claimed that such a large percentage of fire losses could have been avoided, we are apt to consider that the case is over stated. The fire losses herein cited prove the statement. Had proper protection been used in the case of the overheated stove, the elevator would not have been burned. If noncombustible material had been used on the roof of the annex to the elevator at Pioneer, that fire would not have started.

If the elevators struck by lightning had been rodged it is entirely probable that none of them would have been damaged. In the cases of fire damage caused by electric motor, if the motor had been enclosed in a fire resisting room, the damage to the building could not have occurred and the danger of an entire loss of the building would have been avoided.

Had the dust house been kept locked, the loss in that case would not have been sustained.

In the case of loss on account of spontaneous combustion, it is evident that if the cause had not been permitted, there would not have been any fire.

In the matter of the losses from causes Unknown, there can be no doubt that a considerable part of those losses were avoidable.

An analysis of the fire losses paid by this company in the year 1921, demonstrates that without doubt a considerable part of the losses could have been avoided. So while it is beyond question that much saving from fire losses has resulted from the care exercised and the efforts used by many in the endeavor to prevent losses, there is room for further diligence in fire prevention.

The chair then appointed the following committees: On Resolutions, Clifford Belz, Conrad, M. E. DeWolff, Spencer, C. C. Cannon, Paulina.

Nominations: S. W. Wilder, Cedar Rapids, W. G. Goy, Tabor, J. K. McGonagle, Washta.

TUESDAY AFTERNOON

L. W. Ainsworth, secretary of the Des Moines Board of Trade delivered address of welcome, which was followed by a short and humorous talk by Ed. O'Dea, Chairman Council of Members Des Moines Chamber of Commerce.

The address of E. G. Wylie, Traffic Commissioner Greater Des Moines Committee, following this is herewith given in part:

IOWA GRAIN RATE RELATIONS

Today the charge for the transportation of corn from central or interior Iowa to Chicago is 18½ cents per 100 pounds; it was only a short time ago 23½ cents per 100 pounds. The grain rate actually charged and upon which shipments are really made from the Missouri River points was and is not always consistent with the rate from interior Iowa to Chicago and destinations east thereof.

An interesting retrospect is this: About 25 years ago those still interested in the grain or transportation business will remember that corn was hauled

from Kansas City to Boston for 17 cents per 100 pounds, and undoubtedly at times for even less than that figure.

There was an impressive corn price map published in an issue of the *Wallaces' Farmer* in June, 1921. We have no doubt but that that map and rate chart was substantially correct. It showed as to Nebraska that the corn price May, 1921, was 63 per cent of the pre-war normal. Iowa's price was 77 per cent of pre-war.

But when New York's price was shown the corn was 111 per cent of the pre-war normal; not far short of double Nebraska's deplorable 63 per cent.

Conditions such as these prices and relationships contributed greatly to the difficulties that grain producers and shippers found themselves working under and contending against.

There was in Iowa in 1921 a great crippling of the ability of the farmers in the matter of selling, and of the grain dealers in the matter of shipping. To certain markets that had been open to Iowa for many years, there was throughout months a total cessation of shipments.

Remember the Interstate Commerce Commission has repeatedly said that a difference of one-half a cent often results in its being possible or impossible, as the case may be, for business to be done.

No one can successfully deny that within a radius extending to 350 miles from Des Moines as a center, there is nowhere else in civilization an equal area of as populous and fertile territory.

Des Moines is approximately Iowa's center point, the hub, from it railroad lines as spokes radiate to every point of the compass. It is in the heart of the nation's grain producing territory and surely it would be folly to continue to acquiesce in the shipping of these raw grain commodities hundreds—even more than a thousand miles—for the privilege of having grain manufactured far distant from its origin and then the manufactured articles shipped back over perhaps the same rails for consumption in this central territory.

Assuming that our post-war rate approximated double the pre-war rate we must be impressed by the waste of money in useless transportation. Certainly some grain must continue to be shipped from our mid-continental locality to the densely peopled states such as Massachusetts, Rhode Island, and Connecticut, because those dense populations cannot feed themselves from their own ground. Rhode Island, for instance, has less than 3 per cent of rural population. But the grain hereafter should be largely manufactured near its place of production. The hog should be killed near the farm which produced and fed it, and this great waste of money should be minimized by the enlarging of manufacturing in our mid-continental location.

In conclusion we wish to emphasize by repeating what was said by Lieut. Col., Corps of Engineers, C. S. Riche, in the report which was a part of Document No. 1063, 62nd Congress, Third Session, House of Representatives, page 70; to-wit:

"In the first place, it hardly seems necessary to state that a reduction in transportation charges is of benefit to the country. The cost of transportation is a loss; a waste. Transportation in itself produces nothing. If transportation charges could be eliminated altogether it would be of incalculable benefit. And the nearer such a condition can be approximated the better will be the result. As transportation charges lower it becomes possible to move materials that previously could not be touched; new industries spring up, the population increases, and the country becomes the more able to support this increased population."

Hon. J. H. Henderson next spoke on the Legal Status of Iowa Post War Grain Rates.

LEGAL STATUS OF GRAIN RATES

As I stand here today before you gentlemen, it is difficult for me to select that topic which will be of some benefit to you, as well as myself, because it is not here the place nor now the time to enter into any discussion which involves criticism of one class of our people as against another.

It is my thought that something may appropriately be said as to the relationship of the state and the Federal Government, in the regulation of state and interstate rates and the respective authority of the commissions, Federal and state. There has been, as you well know, for years a propaganda upon the part of the carriers and their owners in the financial centers of this country, to remove from each of the state commissions any power, control or regulation of the railways, other than applying to the merely police regulations of the state. Because of the necessities and exigencies in the defense of the country in the great war, and to enable the Government to utilize every ounce of energy required, it was the judgment of the President of the United States,—and I think the judgment of most of the citizens,—that Government control should be had in the operation of the railroads of this country, as a unified or single system, free from any regulations such as the Sherman law, the Anti-pooling law, and the many restrictions that theretofore had been imposed, so that there could be the full and unrestricted use of the transportation facilities of the country in prosecuting successfully that great war to a final issue.

A provision of the law in the Federal Control Bill provided for the return of the railroad properties to the owners, and the terms of that provision were



WESTERN GRAIN DEALERS IN CONVENTION AT DES MOINES.

complied with by the President and the roads were returned to their owners on March 1, 1920. It was essential that before this return there must be legislation providing how and in what way that return should be effected, and that some time must be given to the carriers to rehabilitate their organizations and so restore the corporate ownership and management and, as far as possible, successfully meet the transportation demands of the country therefore, there was continued the guaranty for a test period to September 1, 1920. Finally, as the result of the Conference Committee of the two Houses, the Transportation Act of 1920 was adopted, approved by the President, and became effective March 1, 1920. The carriers had complained of the fact that they were governed by 48 jurisdictions as well as the Federal Commission, and had to make reports to each of the 48 states, and were compelled to observe and obey some of the regulations of these states, which were different, and claimed that there should be but one unified power and authority; that they should be free from any state control in all regulations in the matter of rates and in the essentials of transportation.

It is the purpose of this paper to give some suggestions and reasons why there should not be the concentrated control of the carriers at Washington, but that there should be the fair, the just and the reasonable regulations upon purely intrastate matters and rates by the state commissions. We have had, since the foundation, the dual form of government, Federal and state; it has worked very successfully during the entire history of the country. It has received the commendation of other people, and notably Bryce in his "American Commonwealth," cites approvingly of the beneficent form of government—dual, in certain matters, with the Federal Government, and others with the state. We have had the dual form of government in reference to the railroads which, I think may be safely said,—has been generally to the interests of all of the people. It has occurred that in some of the states in this union the railroad commissioners of those states have undertaken to build up the industries and especially the jobbing houses within the state by making a level of rates below that of the interstate rates; and notably in the state of Texas it is of record in proceedings instituted, that it was said that if the interstate carriers reduced their rates to the level of the Texas rates that they would further reduce the Texas rate so as to be an advantage to their own people. No one justifies this principle.

The result was that a number of years ago proceedings were instituted before the Interstate Commerce Commission by the state of Louisiana wherein it was alleged that the rates from Shreveport, in Louisiana,—being on the line between the states of Louisiana and Texas,—to points in Texas were higher than for like distances and to the same points of destination within the state of Texas from Dallas and other cities in Texas. This was determined by the Commission adversely to the Texas Commission and it was held by the Interstate Commerce Commission that the discrimination existed, and must be removed.

This case has become known in the books as the Shreveport Doctrine. The case was by proper procedure taken to the Supreme Court of the United States which affirmed the order of the Interstate Commerce Commission, so that there was definitely established in the law, prior to the time of the World War and before the difficulties which we now have come up, the principle that intrastate rates cannot be discriminatory of nor cast a burden upon interstate commerce.

There were, in the Transportation Act of 1920, some amendments to the commerce law that have given wide discussion and differences of opinion but which did not enlarge, as I believe, the doctrine of the Shreveport case, but only incorporated that which was the law of the land into the statute, but did enlarge the powers of the Commission, as to who might make complaint, how and in what way the discrimination, when found, may be removed, and further accentuating the power of the Commission.

"In the Matter of the Applications of Carriers in Official, Southern, and Western Classification Territories for Authority to Increase Rates, Ex Parte No. 74," the Interstate Commerce Commission entered upon a general inquiry as to the valuation that should be given to the carriers and the rates which should be charged, and they determined to so value and so fix the rates as applied to the various sections of the country—the eastern, the southern and the western districts, dividing the western into two groups, having a Mountain-Pacific district from the Rocky Mountains to the Pacific Coast. There was no pretense in the investigation and in the order that the order should apply to intrastate transportation. They increased the passenger fares and the freight rates. The passenger fares of states of the Middle West were prescribed by statute, and therefore the railroad or public utilities commission in these several states had no jurisdiction and could not change the rates as fixed by the statute. As to freight rates, it was within the jurisdiction of the state commissions, and the greater number of them,—practically all,—adopted the same advances in the state rates as were authorized and required by the Interstate Commerce Commission on interstate rates. In the two or three states that did not fully adopt the freight rate increases, proceedings were instituted as to whether or not these intrastate rates were discriminatory of interstate rates within the provisions of Interstate Commerce Act. In all of the passenger fare cases where the rates were fixed by statute, proceedings were begun, the states joining in resisting the encroachment upon their power, as they believed, by the Interstate Commerce Commission. In this proceeding before the Interstate Commerce Commission it was held by the Interstate Commerce Commission that the state rates, not being increased in accordance with Ex Parte No. 74, were discriminatory as against interstate commerce and were annulled, and the interstate rates ordered published. Immediately following this, the several states filed bills in equity to set aside the order of the Interstate Commerce Commission and restrain its enforcement. The cases of the states of Wisconsin and New York were the first on the docket and these cases were therefore made the test cases, in each of which the decision of the lower Court was adverse to the states, and they were promptly appealed to the Supreme Court of the United States. Other state cases were pending, which were held without action until after the determination of the test cases by the Supreme Court of the United States. The cases were fully argued. The National Association of Railroad and Public Utilities Commissioners appeared by their counsel, together with committees of the states; full presentation of the question was made and the decision of the Supreme Court of the United States, recently announced, confirmed and approved the action of the Interstate Commerce Commission. Immediately the propaganda came. Papers were filled with the statements that the power of the railroad commission had been abrogated and that they had no jurisdiction whatever, and I find in many of my talks with various

ones there seems to be an impression that the power and efficiency of state commissions is gone, and that it is a useless body. I have been amazed at the suggestions and opinion made by men whom I thought ought to know better. There is no claim that this decision will interfere with the duties of the board of railroad commissioners within the state.

Gentlemen, I may not have given much information in this paper I have submitted to you, but I feel so keenly that this centralization that we hear so much about, with its power in one body that is foreign to us,—foreign, I know, not in language, or speech, or in country, but foreign in the practical application of their work and the results it will have upon the different states. We want different regulations in Arkansas; different in South Carolina; many things we do not have in common with the New England states; matters which would be proper in the great state of Pennsylvania would not be right here. Those to the north, south and west of us present like questions, so that while we are a big and a powerful nation, we do not want the concentration of power of regulation and of control in the one small body situated at Washington, for the determination and passing upon questions of rates that can only be of interest and benefit and moment to our own states.

Joseph A. Schmitz, assistant to H. A. Foss, Chicago Board of Trade Weighmaster then followed with a Study of the Metric System of Weights, in the place of Mr. Foss who was unable to attend the session. Mr. Schmitz gave the principal arguments for and against the adoption of the metric system by the grain trade and offered a plan for partial adoption.

This was followed by a talk on Wholesale Life Insurance by George W. Hughes after which adjournment was taken until 7:30 P. M.

TUESDAY EVENING SESSION

The Tuesday Evening session opened with an address by Owen L. Coon of Chicago. Mr. Coon pointed out several changes which have taken place in the attitude of railroads to claims because of changes in the law.

Joseph F. Leopold, secretary of the Greater Iowa Committee, spoke on the "Great Lakes-St. Lawrence Waterway" from which we quote as follows:

I am presumed to take up the question of the feasibility and practical utility of the Great Lakes-St. Lawrence project, which has to do with the bringing of the Atlantic Ocean some 1500 miles nearer to the central portion of our country.

Just a word as to its practicability from an outside viewpoint. Figures show that 50 per cent of the present ocean-going vessels can reach all the lakes when the Welland Canal is completed and the St. Lawrence opened.

Eighty-six per cent of the present ocean-going vessels can reach Lake Erie by the same improvement. Three-fourths of the vessels now passing through the Panama Canal and Suez Canal on world-trade routes are now larger than these channels now in contemplation will accommodate. That seems to be the vision, to me at least, of its practicability.

You men are in the grain business and as such are interested largely from an agricultural viewpoint. I think that we are all in agreement with the economic assumption that is quite sound, which says that the price of all agricultural produce is made at those points in the world where the produce must meet the tide and flow of like produce from every quarter of the earth. In other words, the price of Liverpool wheat is made at Liverpool in competition with the wheat of Australia, of Argentina and elsewhere, and any saving that may be made in the handling of grain from the interior of the United States to the ultimate consumer is a saving to the farmer.

And we must likewise keep in mind this fact—that the grain producing belt and area of the United States is 1500 miles from the ocean, while every farm producing grain in the Argentine lies close to the seashore, not more than 100 or 200 miles at the outside. In other words, the price to the raw producer, to the farmer, will be increased by whatever saving may be made in transportation and handling up to the point where his price is fixed by the flow of the world's commerce. As to what this saving may be, it is fairly clear. By figuring carefully the present freight rates and comparing them with water rates, various estimates have been made which show a saving of from 5 to 10 cents per bushel on every bushel handled—this means that this would go to the raw producer on the farm, himself. Five cents per bushel added to the price of all grain in this section would have meant many millions of dollars in the financial stress through which we have all just passed. It will likewise give us a through method of transportation at the season when we may most desire to move grain, rather than to wait until the season has closed on the lakes for hauling ore from Lake Superior down to Buffalo and the other lake ports, and they can at their leisure spend a few weeks hauling grain.

WEDNESDAY MORNING SESSION

The last session opened with an address by E. L. Morris, Division Supervisor of Kansas City on "Grain Inspection and the Country Shipper," which was in part, as follows:

Mr. Wells suggested that matters of grain inspection be discussed which affect directly the country shipper. In our grain inspection duties at terminal markets many problems of course come to our attention which affect the country shipper. One of the outstanding features, it occurs to me, in connection with the shipment of grain from a country point to a terminal market, is the fallacy of attempting to "plug" cars—the loading of cars in such a manner as to conceal inferior grain. Fortunately this is not general, but on the other hand is the exception in the loading of cars which become receipts at the terminals. Rules under which grain inspectors are at present working require them to grade a lot, which contains inferior grain deceptively loaded, according to the poorest quality found in the lot. With the present improved grain triers, which are used at practically all inspection points, it is seldom you will be able to conceal inferior grain. Then again, when shipping into markets where grain is unloaded, there is always the chance to observe deceptive loading of the car during its unloading. Buyers also have the privilege of a reinspection or a new inspection when the deception has been discovered. I would like to call your attention to a recent case of a plugged car of wheat received on the Kansas City market. Samples of the three lots of grain found in the car I have with me, and I should be pleased to have you examine them. The particular car to which I refer had about 1000 bushels of wheat which graded No. 2 Hard Winter wheat, having a test weight per bushel of 59.5 pounds, with its other grade requirements well within

the limits of a No. 2 Hard Winter wheat. On the bottom of the car at each end was an inferior grade of Soft Red Winter wheat amounting to approximately 150 bushels. This was wheat which had a test weight of 54.5 pounds. The admixture of 150 bushels of Soft Red Winter wheat with the Hard Winter wheat caused the car to grade mixed wheat. In addition to the admixture of Soft Red Winter wheat, the car contained approximately 150 bushels of wheat which had been treated with lime, as you can observe from the third sample which I have with me. That portion of the car which had been treated with lime had a test weight per bushel of 53.3 pounds. The resultant grade was "No. 3 Mixed wheat, limed." The shipper of this car had sacrificed 1000 bushels of good No. 2 Hard Winter wheat. In unloading, the two lots of lower grade wheat became mixed throughout the entire contents of the car.

Another matter which frequently comes to our attention in the sampling of carlot grain shipped direct from the country is the uneven loading of cars. You will note there is a difference between an unevenly loaded car and a car which has been plugged. The uneven loading of a car frequently results in difficulty in securing an average sample upon which to base the grade. It is customary, when securing a sample for inspection purposes, to probe the car five times in various places throughout the car, and base the grade upon the average of the five drawings. If the car is unevenly loaded, it frequently results in an incorrect grade being assigned to the entire car, due to the difficulty of securing a correct average sample.

Another matter which has come to our attention at various times is the condition of the box car into which grain is loaded. There are odors frequently found in cars which are recognized by the trade as commercially objectionable. Commercially objectionable odors, according to the rules of inspection, will grade the grain as Sample Grade. Objectionable odors more commonly encountered are hide odors, tar, oil, fertilizer, and others of like character. This is a matter entirely within your control and can be so handled that you may obviate the necessity of having an otherwise high grade grain grade as Sample Grade.

In the inspection of corn during the months when the bulk of the movement comes to market, the moisture content is the important grading factor. I believe the use of the moisture apparatus is common in Iowa and has been for many years. I simply want to emphasize the importance of correctly making the moisture test in the corn which you buy as well as in the corn which you sell. Inasmuch as you sell corn on the basis of the moisture test largely, it would be wise for you to huy on the same basis. If you are not careful and accurate in making your moisture tests, you can easily make a mistake which will result in a lower grade than the one at the market where the official inspection is informed. Keep your flasks, rubber stoppers, graduates, and the apparatus in good condition.

In those sections of our country which handle largely wheat, and especially in the more southern sections where live weevil and other insect pests are common, grain frequently comes to market infected with insects injurious to stored grain. Under the present rules of inspection, such grain will grade as Sample Grain. This is a matter which you can largely control by handling your grain so as to receive a higher grade. Live weevil and other insect pests can be screened partly from the grain during the process of loading. Furthermore, after loading the grain into cars, proper treatment with carbon bisulphide will readily kill weevil and result in a higher grade.

A. C. Rynders of Wichita, Kan., president of the National Elevator Builders Association gave an address on "Elevator Construction." Lack of space does not permit of giving the entire address and rather than sacrifice any part we are holding it all to be given in full in our next issue.

H. E. Johnson of Des Moines gave a talk on "Electric Power Equipment and Installation." After discussing various styles of motors, he spoke of their protection for the only motors that should not be enclosed in fireproof enclosures are the entirely enclosed or explosion proof type.

A grain elevator or mill installation must be protected better than other installations for the reason that outside of the regular fire liabilities it has dirt and dust to contend with, and dust in suspension is a real explosive under favorable conditions.

The enclosure for the motor must accomplish four things: First of all it must protect the motor from dust, therefore the enclosure must be dust-proof. Second, the enclosure must be fire-proof, so that in case of accident with the motor the damage is confined to this room alone. Third, the room must be sufficiently large to allow the entrance of the attendant who should periodically inspect the motor, change oil, and see that everything is running properly. Fourth, the room must be well ventilated so as to keep the enclosure furnished with fresh air, clean and free from dust and at the same time allow proper ventilation of the motor. Summing up, we find that the enclosure must be dust-proof, fire-proof, of liberal size, and so designed as to allow the entrance of clean, fresh air. We might mention that by placing the motor in an enclosure adds to its life and to the satisfaction you get from using electric power. It keeps the motor clean, eliminates expensive repairs, costly shut-downs.

The construction of the enclosure may vary as long as it accomplishes the desired results. Probably the best construction, from an economical and practical standpoint, is an enclosure made of metal lathe and cement plaster on wood studding. It should be about six feet high, large enough to enable the operator to get around the motor. The inside of the frame work should be covered with metal lathe, this lathe covered with cement plaster. This same construction may be used on the outside of the enclosure if a really fine finished job is wanted. The floor of the enclosure should be made of concrete or other non-combustible material. The door should be hung so that it will close tightly and be self-closing and be made of non-combustible material. The door may be made self-closing by weights or by using a sloping track. In order to properly ventilate the room a pipe not less than 6 inches in diameter and in some cases larger shall enter the bottom of the room and connect with outside clean air. Another pipe shall lead from the top of the room, also going to the outside. The only part of the motor that should be outside of the enclosure is the pulley. Other safe enclosures can be made of asbestos building lumber or any non-combustible material recommended by your insurance company.

We now have the motor entirely enclosed in a fire-proof, dust-proof, well-ventilated, roomy enclosure. The next thing to consider is your switches and control apparatus. All switches of the air brake type should be enclosed in sheet metal boxes and operated externally either by means of push button control or by a handle. This is very necessary. Whenever switches are opened, particularly if they are not opened with a quick pull, there will be a spark when the clips and blades disconnect from one another. In an illy-ventilated place this

would become a real fire hazard. If it was located in a well-ventilated driveway it would not be apt to cause any trouble. It is however better to play safe. Enclose them all. Compensators and oil switches are enclosed of themselves. Starting boxes for direct current motors and single-phase motors are constructed with a fine mesh wire screen which amply protects them with the exception of the contacts on the front of the same. There is very little possibility of sparking when a single phase motor is started properly and therefore under ordinary conditions, where the starting box is located in a well-ventilated place, we do not believe that it would be necessary to entirely enclose the starter. In ill-ventilated places, however, we would highly recommend this.

Fuses should always be enclosed in a steel cabinet and no variation made from it. Never use open link fuses. They are dangerous to life and property. Your electric motor, the dependability of your entire installation, depends on the protection given it.

In closing, we advise that all types and sizes of open type motors or generators be enclosed in proper enclosures when subjected to dirt and dust, all switches and fuses be installed in fire-proof cabinets, all conductors installed in iron conduit. You will find that it pays. It will safeguard your property and interests.

L. W. Ainsworth, secretary of the Des Moines Board of Trade, gave an interesting talk on the installation of radio equipment, the main points of which are found on another page in an article on wireless installation.

RESOLUTIONS

C. C. Belz of Conrad, chairman of the Resolutions Committee, presented a report which was adopted, including—authorizing the secretary to present the wholesale life insurance plan to the membership; requesting exchanges to modify commission charges; urging reestablishment of local credit so farmers can retain grain on farms until consumption demand will give them profitable prices; endorsed the Great Lakes-St. Lawrence waterway project; authorized the granting of associate membership to any person employed in the grain business who is not eligible to regular membership at a fee of \$2; recommended earnest consideration of and inquiry into the Iowa intrastate rates on grain; thanking the Des Moines Board of Trade for the excellent entertainment given.

OFFICERS

The Nominating Committee offered the following names for officers, and the same were declared elected: President, G. C. Edmonds, Marcus; vice-president, J. R. Murrell, Jr., Cedar Rapids; secretary, George A. Wells, Des Moines. Directors: Clifford Belz, Conrad; Bert Dow, Davenport; William Wheeler, Adair; B. O. Holmquist, Omaha, Neb.; H. D. Mundt, Toeterville, Iowa.

After the election there were brief addresses and then the convention was adjourned, *sine die*.

CONVENTION NOTES

The buffet lunch given on Tuesday by the Des Moines Board of Trade proved to be a good get together gathering.

Tuesday evening's entertainment was in the form of a smoker, vaudeville and musical entertainment, provided by the Des Moines Board of Trade and Chamber of Commerce.

From Hartford, Conn., came W. J. Walsh, representing the Aetna Life Insurance Company. There is no doubt that in the distance traveled he held the long distance record.

An interesting feature of the convention was a 10 minute musical program by Radiophone, given at noon on the first day's session. A complete installation was made in the assembly room by the Thomas Electric Company of Des Moines.

Each session of the convention was opened by Community Singing, led by J. R. Murrell, Jr., of Cedar Rapids. Mr. Murrell's specialty was the song "I'm a Little Wild Flower." He gave a demonstration of how it should be rendered and the crowd enthusiastically joined him in putting it over.

A special car left Milwaukee at 4:10 P. M., Monday having the following delegation: W. J. Cavanaugh, Superintendent Milwaukee Railroad; J. M. O'Brien, Assistant Secretary Chamber of Commerce; Wm. Sahud, Wisconsin News; H. Bell, W. M. Bell Company; Leonard Keefe of Updike Grain Company; Carl Houlton, Flanley Grain Company; Bert Buerger, Buerger Commission Company; J. Thorsten, Updike Grain Company; B. F. Siegert, Frazier-Smith Grain Company; L. Beck of E. P. Beck & Co.; A. E. Bush, Bush Grain Company; Ed. Hiemke of L. Bartlett & Son Company.

TERMINAL MARKET REPRESENTATIVES

Cedar Rapids.—Oscar Kemp, Quaker Oats Company; L. W. Miller, E. W. Miller & Co.; L. W. and R. L. Gifford, Gifford Grain Company; S. W. Wilder, King, Wilder Grain Company; Ray Murrell, Ray Murrell Grain Company; C. A. Davis; Chas. L. Douglass, Edw. Bailey & Co.; Jas. H. Barrett, Lamson Bros. & Co.; C. E. Carpenter, Cedar Rapids Grain Company.

Chicago.—John H. Wheeler of Rumsey & Co.; R. A. Gerstenberg, and C. W. Gerstenberg of Gerstenberg & Co.; Owen L. Coon; W. A. Putman, Pope Eckhardt Company; E. E. Rice, Sawers Grain Company; O. A. King, Somers, Jones & Co.; M. L. Vehon, M. L. Vehon Company; Wm. Christie, J. H. Dole & Co.; Frank Haines, J. H. Dole & Co.; John W.

Radford, Updike Grain Company; J. A. Schmitz, Board of Trade, Weighing Department; Frank E. Gulick, Adolph Kemper & Co.; S. A. Steensen, Steensen Bennett; G. N. McReynolds and P. H. Schifflin, P. H. Schifflin & Co.; B. L. Figeley, Hurlburd-Warren & Chandler; J. J. Jones; John A. Low, E. W. Bailey & Co.; Wm. Bates, Nash, Wright Grain Company; R. I. Mansfield, Bartlett Frazier Company; Harry J. Rogers, Lamson Bros. & Co.

Kansas City.—E. L. Morris, Federal Grain Supervisor; Al. Eaton, Armour Grain Company; W. F. Fuquet, Vanderslice-Lynds Company; J. A. Johnson, Armour Grain Company; Tod Sloan, B. C. Christophr & Co.; H. G. Miller, Fuller Grain Company; D. C. Logan, Croysdale Grain Company; Carl Congleton, Watkins Grain Company.

Omaha.—W. G. Richmond, Grain Dealers National Insurance Company; Wm. McDonald, Federal Grain Supervisor; B. O. Holmquist, Holmquist Elevator Company; F. C. Bell, Updike Grain Company; W. J. Smittle, Brewster Grain Company; C. O. Sturtevant, Trans. Mississippi Grain Company; C. E. Hunter, Lamson Bros. & Co.

Peoria, Ill.—J. W. Bryan, Murphy Grain Company; J. A. Waring, S. C. Bartlett & Co.; Geo. W. Cole, Geo. W. Cole Grain Company.

St. Joseph, Mo.—W. W. Simmons, Boulton Simmons Grain Company.

St. Louis.—J. M. Piper, National Oats; H. C. Nolend, Wm. Orthwein Grain Company; Frank Bubb, Martin-Knowlton Grain Company; J. E. Miller, Elmore-Schultz Grain Company; E. C. King; J. W. Estes; O. B. Short, Ballard-Messmore Grain Company; F. J. Sommer, Hunter Grain Company; G. A. Turner, Turner Grain Company; Geo. C. Martin, Jr., Martin-Knowlton Grain Company.

CONVENTION CALENDAR

April 19, 20. Missouri Grain Dealers Association at St. Louis, Mo.

May 9. Panhandle Grain Dealers Association at Amarillo, Tex.

May 9, 10. Illinois Grain Dealers Association at Peoria.

May 11, 12. Oklahoma Grain Dealers Association at Oklahoma City.

May 16, 17, 18. Kansas Grain Dealers Association at Wichita.

May 26, 27. Texas Grain Dealers Association at Fort Worth.

May 29, 31. Southern Seedmen's Association at New Orleans, La.

June 19, 20. Wholesale Grass Seed Dealers Association at Chicago.

June 21, 22, 23. American Seed Trade Association at Chicago.

July 25, 26, 27. National Hay Association at Cedar Point, Ohio.

October 2-4. National Grain Dealers Association at New Orleans, La.

PLANS FOR TEXAS ASSOCIATION

The Executive Committee of the Texas Grain Dealers Association has selected Fort Worth as the place and May 26 and 27 as the dates for holding the 25th annual meeting. This will be featured as the silver anniversary. With Fort Worth so centrally located and with Fort Worth's new \$4,000,000 hotel, they hope to have a very large attendance, notwithstanding depressed business conditions. An excellent program is being arranged.

OKLAHOMA DEALERS TO MEET

The annual meeting of the Oklahoma Grain Dealers Association will be held at Oklahoma City May 11-12, on the roof garden of the Skirvin Hotel. Secretary C. F. Prouty says:

"Our forthcoming annual convention promises to be the most important one held in years, in that the problems confronting the grain trade today must be ironed out upon a more equal basis. I refer particularly to the lack of uniformity in grading grain under the present grain standards and the unusual discounts being applied under the guise of 'Government discounts.' The entire Southwest is involved and they are preparing to speak out during the coming grain dealers conventions, emphasizing their determination to right wrong before the movement of another crop."

KANSAS DEALERS EXPECT CROWD

Announcing the 25th annual convention of the Kansas Grain Dealers Association, Secretary E. J. Smiley says:

The Board of Directors of our Association have accepted an invitation from the Wichita Board of Trade to hold our 25th annual meeting in Wichita, May 16, 17 and 18. Your secretary met with the Board of Directors of the Wichita Board of Trade and they assured us that they would do everything possible to make our meeting a success, and we believe they mean exactly what they say. They are taking this opportunity of showing the dealers of Kansas, southern Nebraska and eastern Colorado that they have a market in Wichita second to none in the country. Wichita has the best hotel facilities of any city of its size in the

country, and is just completing a new hotel with 240 rooms, which they expect to have completed by the time of our meeting, and if completed by that time, we will make same our headquarters. We will secure reduced rates from all points in the state on the certificate plan and hope to secure these rates on the minimum of attendance of 250. Will advise fully with reference to this in a later bulletin. We will prepare an interesting program, and in order that we may do so, I will certainly appreciate suggestions from any member of the Association. Several problems confront the grain trade today that will be taken up at this meeting and discussed, and doubtless some definite action will be taken. One of these is known as "Government Discounts Between Grades."

GRAIN DEALERS TO NEW ORLEANS

The Board of Directors of the Grain Dealers National Association has decided to hold the twenty-sixth annual convention of the Association at New Orleans, La., on Monday, Tuesday and Wednesday, October 2, 3 and 4.

Application has been made to the railroads for reduced rates to the convention. It is expected that the carriers will grant a fare of one and one-half for the round trip. The Hotel Grunewald at New Orleans will be the convention headquarters.

The last time the Association met in New Orleans was in 1913 when the local dealers gave the visiting grain men a great time. The fine entertainment of 1913 is to be repeated in 1922 and all members of the Association are looking forward to this year's meeting with lively anticipation. A big convention and a good time is expected by everyone.

The members of the Association have for some years been following the practice of making the annual meetings of the organization a sort of combination affair—half business and half pleasure. They go to the conventions for two purposes—to attend to business and to have a good time. Many members take their annual outing at the time of the convention, and this year more of them than ever will follow this practice because New Orleans is one of the most interesting cities on the continent and one of the most enjoyable to visit.

GRAIN TRADE PATENTS

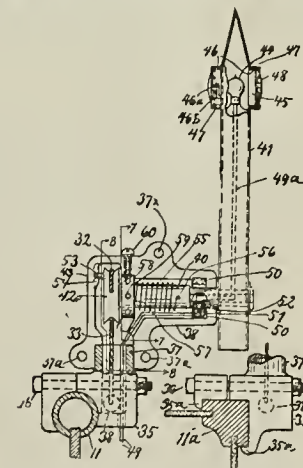
Bearing Date of February 7, 1922

Seed reclaiming process.—Shirl Herr, Crawfordville, Ind., assignor to Crawfordville Seed Company, Crawfordville, Ind., a co-partnership composed of Abner H. Flanagan, Shirl Herr and Frost R. Freeman. Filed December 3, 1920. No. 1,405,690.

Grain car door.—Argyle Campbell, Chicago, Ill., assignor to Enterprise Railway Equipment Company, Chicago, Ill., a corporation of Illinois. Filed September 18, 1920. No. 1,405,666.

Grain handling means.—Earl C. Starnes, and Edward C. Willis, Alpha, Minn. Filed May 3, 1920. No. 1,405,692. See cut.

Claim: In a grain cleaning apparatus a dumping pocket having an inclined bottom, a vertically disposed baffle plate (48) for rebounding and spreading the grain, near above the lower end of the inclined bottom, and a grain outlet adjacent the lower end of the bottom, and means for blowing a current of air upwardly past the opening for cleaning the grain dropping therefrom, said bottom having its lower end offset downwardly to form a shoulder, a series



of fingers projecting from the shoulder and another series of fingers projecting from the downwardly offset end of the bottom, said fingers of one series being arranged in line with the spaces between the fingers in the other series, so as to effectively spread into the air current the grain to be cleaned.

Bearing Date of February 14, 1922

Door for grain cars.—George L. Redshaw, Grenora, N. D. Filed September 1, 1920. No. 1,406,894.

A WHEAT growing competition in Australia last year developed, that growing wheat on wheat land leads to three dangers: Harboring of diseases; encouragement of wild oats and other weeds; the mixture of varieties.



CANADA

The Leitch-McClean Elevator Company, Ltd., of Toronto, Ont., has dissolved.

J. A. Lambert, dealer in grain, hay and coal at Montreal, Que., has been registered.

The Saskatchewan Co-operative Elevator Company contemplates the erection of an elevator at Carmel, Sask.

A grain elevator of 30,000 bushels' capacity is to be erected at Kelvington, Sask., for the Canadian West Elevator Company.

A modern 30,000-bushel elevator is to be erected at Edam, Sask., for the Saskatchewan Elevator Company, Ltd. Its other house was destroyed by fire.

Parrish & Heimbecker have started construction work on their new 250,000-bushel concrete elevator at Port Arthur, Ont. The piling has been built, and the concrete run.

THE DAKOTAS

F. C. Peterson is now associated with the Farmers Elevator Company at Hope, N. D.

I. B. Bjornson's elevator at Manchester, S. D., which burned last September, is to be rebuilt.

A grain elevator is to be constructed, it is said, at Hammer, S. D., by the F. M. Davis Company.

The Brown-Hansen Elevator at Conde, S. D., has been purchased by the Farmers Elevator Company.

Ed Fornes is now working for the grain elevator at Hunter, N. D. He was formerly with the Equity Elevator Company at St. John, N. D.

The Farmers Elevator Company at Kramer, N. D., is succeeded by the Kramer Equity Elevator Company of which Lester Strom is manager.

A new elevator is to be erected at Ferney, S. D., for the Ferney Farmers Co-operative Company. The new plant will be erected on the site of the old one, which will be torn down.

The Atwood-Larson Elevator Company has purchased the Donnybrook, N. D., elevator of the Farmers Elevator Company there. The Farmers company was obliged to sell out because of financial stringency.

The following companies have equipped their plants with Globe Combination Auto Truck & Wagon Dumps; Farmers Mill & Elevator Association, Devils Lake, N. D., and Ferney Farmers Elevator Company, Ferney, S. D.

Business operations have been resumed in the Farmers Elevator at Mellette, S. D. The plant has been closed for a short while because of the failure of a commission company in Minneapolis. The necessary capital for the reopening of the elevator was furnished by the stockholders, who floated a loan of \$25,000 among individual farmers in that neighborhood.

INDIANA

Orval Goad and A. J. Polk have opened a new grain and hay company at Evansville, Ind.

A. D. Doggett succeeds Ira Kidwell as manager of the Farmers Grain Elevator Company at Windfall, Ind.

The elevator at Stone Station, near Winchester, Ind., has been purchased by the Dale Bros. of Lebanon.

The power in the elevator of Newton Busenbark at Jamestown, Ind., is to be changed from steam to electricity.

The interest of F. L. Hunt in the elevator at New Richmond, Ind., has been purchased by George B. Shelby.

A small addition is to be built to the elevator of the Urmston Grain Company at Dundee (Orestes p. o.), Ind. A motor driven attrition mill is to be installed.

The Mardenis (Huntington p. o.), Ind., elevator of the Mardenis Equity Exchange has been purchased by Ed. S. Brown. He will deal in grain, hay, coal and livestock.

Walter & Co, grain dealers and elevator owners operating in Indiana, Illinois and Kentucky, have decided to dispose of their property and go out of business. Already two of the company's 20 elevators have been sold.

The Sheldon Equity Elevator at Yoder, Ind., has been purchased by Jacob Harber, a former stock-

holder in the company. It brought \$16,500. Charles Krouse is to be manager and will operate as the Yoder Grain Company.

The elevator of the Berne Grain & Hay Company at Geneva, Ind., has been purchased by Nathan Shepherd & Son.

Hiram Jones is manager of the Farmers Elevator Company at Veedersburg, Ind. He was formerly manager of the Jones Bros.' elevator at Stone Bluff.

To conduct a wholesale and retail grain, feed, and farm supply business, the C. C. Klenck Company has been incorporated at Evansville, Ind. Its capital stock is \$10,000.

The interests of the Hartford City Grain & Milling Company at Hartford City, Ind., have been purchased by J. C. Cutterman. The company owns two elevators and a flour mill.

The Peru Products Company has been incorporated at Peru, Ind., to handle grain, fruits, etc. Its capital stock amounts to \$50,000. E. W. Theobald, John F. Unger, L. E. Thorne and O. F. Rhodes are interested.

A new elevator is to be erected at Malden (Valparaiso p. o.), Ind., for the Morgan Township Farmers Co-operative Elevator Company. The firm has increased its capital stock from \$15,000 to \$35,000.

Capitalized at \$25,000, the Clinton County Farmers Co-operative Elevator & Mercantile Company has been incorporated at Frankfort, Ind. The company will operate a grain elevator and deal in farm implements. D. F. Maist, P. E. Merchant, M. M. Smith and others are interested.

ILLINOIS

Sixty farmers have bought and are operating the elevator located at Muncie, Ill.

The elevator at Stockdale, Ill., which burned, is to be rebuilt by George H. Weitz.

A new elevator is to be erected at Chester, Ill., for the H. C. Cole Milling Company.

Frank Lindsay is now manager of the South Ottawa Elevator at South Ottawa, Ill.

R. G. Herron has resigned his position as manager of the Farmers Elevator Company at Sidell, Ill.

The Farmers Co-operative Elevator Company has been organized at Danville, Ill., by the farmers of that territory.

W. S. Walton is succeeded as manager of the Farmers Elevator Company at Bentley, Ill., by Charles Mecum.

The capital stock of the Farmers Coal & Grain Company of Aledo, Ill., has been increased from \$10,000 to \$20,000.

Harry R. Cross is connected with the Farmers Co-operative Company of Illiopolis, Ill. He succeeds J. W. Critchman.

The Girard Elevator Company of Girard, Ill., is planning on changing the power in its house from steam to electricity.

The D. M. Cash Grain Company has been organized at Decatur, Ill., by D. M. Cash. The new firm will do a general grain business there.

W. C. Austin is to be manager of the Farmers Elevator Company of Penfield, Ill. He was formerly manager of the Alexander Lumber Company.

H. S. Daniels has sold his interest in Daniels & Neely at Jerseyville, Ill., to his partner, H. G. Neely, who will now conduct the elevator business alone.

The contract has been let to P. F. McAllister & Co., for installation of electric motors in the plant of the Minooka Grain, Lumber & Supply Company of Minooka, Ill.

John Houghton is president; Fred Wepprecht, vice-president; and Louis Siemering, secretary and treasurer of the Union Hill Farmers Elevator Company of Union Hill, Ill., which was just recently incorporated.

The Rapatee Co-operative Farmers Association has sold at public auction its elevator at Rapatee, Ill., known as the West Elevator which has been standing idle for three years. The building went to T. M. More for \$800.

P. F. McAllister & Co., have the contract from the M. D. King Milling Company for covering the company's elevator at Hull, Ill., with galvanized

corrugated iron siding. The company also installed new machinery in its Pittsfield, Ill., house. The McAllister Company had the contract.

The Valier Springs Milling Company, Mulberry Grove, and the Millstadt Milling Company, Millstadt, Ill., have purchased Globe Combination Auto and Truck Dumps.

To deal in grain, cereals, agricultural products, etc., A. E. Newman, A. R. Wolfe, and C. S. Cray have incorporated at Streator, Ill., as the Streator Mill & Elevator Company. Its capital stock is \$25,000.

WESTERN

A 15,000-bushel cribbed ironclad elevator has been completed at Towner, Colo., for M. J. Wagey of Yuma.

Plans are under consideration by residents of Ducor, Calif., for the erection of a modern grain elevator there.

The Standard Feed Company's business at Tillamook, Ore., has been taken over by the Oregon Grain Company.

The 10,000-bushel studded, steel elevator of the C. H. Black Grain Company at Clayton, N. M., has been completed.

The Rose Hill Grain & Feed Company of Kirkland, Wash., has opened for business. Its principal house is 30x70 feet.

The Akron Elevator Company has purchased the C. C. Miller Grain Elevator at Akron, Colo. C. E. Williams is manager.

The Western Hay & Grain Company is enlarging its plant at Los Angeles, Calif., to meet the demands of its increasing business.

A 10-truck scale has been purchased and installed for the Guy H. Johnson Company of Pilot Rock, Ore., dealers in grain and fuel.

A new building is to be erected at Molson, Wash., for the Molson Union Elevator Company, to house the company's line of implements.

The Feeders Investment Company at Collins (Howardsville p. o.), Colo., is succeeded by the Farmers Elevator & Produce Company.

W. E. Conn plans to erect elevators at Byers and Peoria (no p. o.), Colo. He will obtain leases on the Union Pacific with this end in view.

The capacity of the house of the Rocky Mountain Elevator Company at Belt, Mont., is to be doubled. The feed warehouse is also to be enlarged.

The Clyde Park, Mont., elevator of the Northern Grain & Warehouse Company, known as the Grain Growers' Elevator, has been closed down.

The Brown Bros. Grain & Warehouse Company of Soda Springs, Idaho, is succeeded there by the Idaho Grain Company. O. H. Brown is manager.

C. F. Anderson, J. T. Bough and W. C. Blomquist have incorporated at Belt, Mont., as the Belt Mill & Elevator Company. Its capital stock is \$40,000.

Douglas Parker will conduct a grain and feed business at San Francisco, Calif., as Douglas Parker & Co. He was formerly with Rosenberg Bros. & Co.

D. C. Dudley is the new manager at the McLean Elevator at Square Butte, Mont. Dan Corcoran who for some time has been manager resigned to enter other work.

A new grain storage house is being erected at Cold Springs Siding (Hermiston p. o.), Ore., for H. W. Collins of Pendleton. It will hold 75,000 sacks of wheat.

The warehouse at Coalinga, Calif., formerly owned by the Union Tool Company has been purchased by L. C. Mayhew. He will use it as public grain storage house.

George E. Dodge is succeeded as manager of the Farmers Platte Valley Milling & Elevator Company at Fort Morgan, Colo., by J. F. Hughes of Colorado Springs.

The Farmers Co-operative Elevator Company of Paoli, Colo., has completed a 25,000-bushel elevator. The equipment includes a 15-horsepower "Y" Fairbanks-Morse Engine, 10-ton Fairbanks Truck Scale, six-bushel automatic scale, truck and wagon dump and Eureka Cleaner.

Edgar G. Fry, H. W. Uhlenkott, C. C. Fry, O. G. Hanson and Albert Nau are named as incorporators of the Farmers Elevator Company of Fer-

dinand, Idaho, which was recently organized there. Its capital stock is \$40,000. This firm succeeds the Ferdinand Rochdale Company.

A grain, feed and hay business has been opened at Aberdeen, Wash., by the Marr Grocery Company. They will conduct it in connection with their grocery business.

M. Finks is now associated with Bridge & Bullick in the grain brokerage business at Los Angeles, Calif. He was formerly with B. F. Avery & Sons Plow Company of Omaha, Neb.

The First National Bank of Sterling, Colo. bought the elevators of the S. B. Ashcraft Grain Company at Amen (Logan p. o.), Willard and Merino, Colo., at auction sale on March 14.

A warehouse, grain elevator and feed mill involving expenditure of \$10,000 are to be erected at Bonners Ferry, Idaho, for the Kootenai Valley Produce Company. W. T. James is manager of the organization.

The Gary Hay & Grain Company of Livingstone, Mont., is to make several additions to its elevator, including the erection of new warehouses and offices. The new buildings will adjoin the company's elevator.

Mr. Hopkins is succeeded as manager of the Farmers Union Co-operative Elevator & Supply Company of Longmont, Colo. by H. F. Rover. He was formerly with the Farmers Elevator Company of Denver, Colo.

Work has been completed on the new 20,000-bushel elevator of the Summit Grain & Coal Company of Cheyenne Wells, Colo. The plant is equipped with flexible spouting, three Fairbanks-Morse Motors and a six-bushel automatic scale.

IOWA

The Farmersburg Grain Company of Farmersburg, Iowa, has been dissolved.

G. W. Ruth succeeds G. W. Evans as manager of the Farmers Elevator Company of Churdan, Iowa.

C. B. Henning succeeds J. J. Lynes as manager of the Farmers Exchange Company at Waverly, Iowa.

Dwight Terrill has resigned as manager of the Farmers Co-operative Elevator Company of Eldora, Iowa.

The Keeney & Son Elevator and coal yards at Woodburne, Iowa, have been purchased by W. F. Boor.

Carlson & Peterson of Berkley, Iowa, are planning on doing some repairing to their elevator this spring.

C. F. Abbott and A. Thiessen have purchased the elevator at Gaza, Iowa, formerly owned by J. S. DeVries.

The elevator and coal business of R. H. Hillhouse at Elliott, Iowa, has been purchased by Charles M. Redmon.

Howard Allyn is succeeded as manager of the Farmers Elevator Company of Winthrop, Iowa, by E. E. Collins.

H. H. Hubbard is succeeded as manager of the Farmers Elevator Company at Rockford, Iowa, by E. T. Apple.

Frank & Stoelk's elevator at Carnarvon, Iowa, has been taken over by the Wentz Grain Company of Lake City, Iowa.

Henry Boyenga is succeeded as manager of the Farmers Elevator Company at Ackley, Iowa, by August Carsteens.

The Farmers Co-operative Elevator Company has purchased the Belmond, Iowa, property of the Quaker Oats Company.

E. Price has resigned as manager of the Farmers Elevator Company at Aredale, Iowa, and is succeeded by E. E. Thompson.

A power grinder and sheller has been installed in the elevator of the Farmers Union Elevator Company of Bedford, Iowa.

The Farmers Elevator Company of Hamburg, Iowa, has equipped its plant with a Globe Combination Auto Truck and Wagon Dump.

The Farmers Elevator at Center Point, Iowa, is to be conducted by A. T. Patrick. He was formerly in elevator business at Bryantsburg.

C. E. O'Neil is succeeded as manager of the Farmers Co-operative Elevator Company at Independence, Iowa, by Frank Swindle of Brandon.

The interests of the Bourse Grain Company of Dedham, Iowa, have been sold by them to the Farmers Grain, Stock & Lumber Company.

The elevator of the Farmers Elevator Company at Westgate, Iowa, is under the management of F. W. Passmore. He succeeds D. C. Leurs.

Hereafter the business of the Farmers Elevator Company at Glidden, Iowa, will be conducted on a co-operative basis instead of as a stock company.

The capital stock of the Farmers Lumber & Grain Company at Garrison, Iowa, has been increased from \$20,000 to \$35,000. A. J. Donald is secretary.

The Ray Murrell Grain Company has purchased the elevator, coal and feed business of the King-

Wilder Company at Keystone, Iowa. There will be no change in management, as George H. Thiesen will remain in charge.

Because of ill health, John Small has resigned as manager of the Armour Grain Company at Persia, Iowa. He is succeeded there by John Heasley of Botna.

The O'Neill Grain Company has disposed of its elevator at Allison, Iowa, to the Gifford Grain Company. The latter company took possession on April 1.

L. J. Paulson has resigned as manager of the Farmers Elevator Company at Joice, Iowa, and has accepted a similar position with the Farmers Elevator Company of Corwith.

The charter of the Farmers Grain, Stock & Lumber Company at Carroll, Iowa, has been revised. Its capital stock is now \$50,000. T. Meyer is president; J. B. Seidl, secretary.

R. A. Friend has gone to Lytton, Iowa, as manager of the Farmers Elevator Company. He resigned as manager of the Farmers company at Dayton, Iowa. At Lytton he succeeds Robert L. Jensen.

SOUTHERN AND SOUTHWESTERN

George Wiens is manager of the Farmers Elevator Company of Bessie, Okla.

The elevator of the Zobisch Bros. at Hinton, Okla., which burned last spring is to be rebuilt.

The Gray-Dyer Company of Rome, Ga., succeeds H. G. McRae in the grain brokerage business there.

The capital stock of the Farmers Union Exchange of Albion, Okla., has been reduced from \$10,000 to \$2,500.

The elevator of the Enid Milling Company at Kremlin, Okla., is to be rebuilt. It will have capacity of 15,000 bushels.

The elevator of the Mayes County Co-operative Elevator Company at Adair, Okla., is to be rebuilt. It burned in December.

To deal in wheat, flour and bakery products, the S. L. Rainey Company has been incorporated at Nashville, Tenn. Its capital stock is \$1,500.

The E. E. Van Dusen Elevator at Bison, Okla., has been leased by W. B. Johnson. This was formerly leased to the Morrison Bros. of Jefferson, Okla.

O. L. Dorsett, G. M. Kretz and J. S. Deeter have incorporated at Deer Creek, Okla., as the Deer Creek Wheat Growers Association. Its capital stock is \$15,000.

C. N. Aldredge, F. M. Hall and C. B. Curtis have incorporated at Sylvian, Okla., as the Farmers Union Co-operative Exchange. The firm is capitalized at \$10,000.

A. B. Rechert is now with the J. H. Lang Grain Company of Oklahoma City, Okla. He was formerly connected with the Edmond Grain Company at Edmond, Okla.

Edward Boesch, C. A. Guyer, and E. L. Baldwin have incorporated at Blackwell, Okla., as the Blackwell Co-operative Elevator Company. Its capital stock is \$25,000.

The Taylor Brokerage Company has been organized at Atlanta, Ga., by Frank E. Taylor. He will confine himself to a strictly brokerage business in cottonseed products.

Capitalized at \$15,000, the Farmers Elevator & Produce Company has been incorporated at Hampton, Ga. The company will erect an elevator of 15,000 bushels' capacity.

John H. Chain, I. A. Marshall and Joseph Hainey are the incorporators of the Farmers Co-operative Elevator Company of Oakwood, Okla. The firm is capitalized at \$25,000.

Capitalized at \$25,000, the Custer City Farmers Co-operative Exchange has been incorporated at Custer, Okla. J. M. Porter, James Nail and Charles Peterson are interested.

The Jones-Hettelsater Construction Company has the contract from the Ponca City Milling Company of Ponca City, Okla., for a 70,000-bushel elevator. It will be electrically operated.

F. H. Kelling, L. D. Sawyer, Walter B. House, and L. H. Norton have incorporated at Nardin, Okla., as the Nardin Wheat Growers Association. The organization has no capital stock.

The Watts & McCurry Flour & Grain Company has been organized at Fort Smith, Ark., by J. S. Watts and B. M. McCurry. The company will conduct a feed and flour business.

The Sanders Grain Company has been incorporated at Canadian, Texas, with capital stock of \$10,000. The incorporators of the firm are: J. H. Sanders, J. U. Thierstein and Henry Johnel.

Capitalized at \$50,000, the England Commission Company has been incorporated at England, Ark. The company was formerly known as the England Grain & Commission Company.

The property of the J. A. and O. L. Jones Mill & Elevator Company at Nashville, Tenn., has been purchased by C. L. Liggett & Son of Nash-

ville. The property includes a 150,000-bushel elevator, 500-bushel cornmeal mill, 200-barrel flour mill, and blending plant for self-rising flour. The new owners will operate.

A new brick building is to be erected at Pawhuska, Okla., for the Harris Grain Company in which it will conduct a grain, feed and flour business. Paul S. Harris is manager. The company recently established a branch store at Shidler.

An 85,000-bushel elevator of reinforced concrete is to be erected at San Antonio, Texas, for the Pioneer Flour Mills Company. The Burrell Engineering & Construction Company has the contract.

The Rains County Mill & Elevator Company has been incorporated at Mineola, Texas. D. N. Steed, H. O. Rogers, and Albert Maberry are interested in the firm which is capitalized at \$40,000.

The grain elevator of the Tulsa County Farmers Co-operative Company at Broken Arrow, Okla., which burned is to be re-erected. Probably a feed mill will also be built. A. L. Davis is manager.

James E. Hutchins' elevator at Ponca City, Okla., has been bought by wheat growers association of Kay County. The association is reported to be contemplating the erection of an elevator at Blackwell.

Articles of incorporation have been filed for the El Reno Mill & Elevator Company of El Reno, Okla., capitalized at \$300,000. William E. Humphrey, and K. E. and G. E. Humphrey are interested.

Orville Pfeifer is now manager of the Ingersoll Elevator at Cherokee, Okla. He was formerly with the Farmers Co-operative Company at Cherokee, Okla., but lately has been with a Wichita, Kan., grain firm.

V. L. Goltry has taken over the accounts in the wholesale grain business carried by the late J. H. Shaw of Enid, Okla. Mr. Goltry was for years office manager for Mr. Shaw. Mr. Goltry will maintain the office with his father, who was formerly business associate of Mr. Shaw.

W. M. Nixon has made a plan for the erection of a grain elevator, flour, corn and feed mill and sweet potato house at Augusta, Ga. The Farm Bureau there has endorsed the plan. The corporation which will be organized to conduct the plant will be capitalized at between \$150,000 and \$200,000.

The Pearlstone Mill & Elevator Company has just finished the construction of a new elevator at Dallas, Texas, to replace the one which was destroyed by fire several months ago. Its cost, with machinery and equipment, was \$150,000. It has storage capacity of 200,000 bushels grain and can handle 20 cars per day.

MINNESOTA AND WISCONSIN

John Christensen has purchased the Farmers Produce & Exchange Company at Withee, Wis.

Alvin Schultz has charge of the elevator of the Farmers Elevator Company of Otter Tail, Minn.

D. W. Campbell is succeeded as manager of the Farmers Elevator Company at Ash Creek, Minn., by C. E. Kelly.

Thomas Miller is the new manager of the Traverse Farmers Elevator Company of Traverse (St. Peter p. o.), Minn.

Mr. Harmony is succeeded as manager of the Farmers Elevator Company of Heron Lake, Minn., by J. B. Nimmerfro.

The elevator at Richmond, Minn., owned by the Farmers Co-operative Company is to be rebuilt. It burned on March 25.

John Gerding succeeds Walter Broill as manager of the elevator at Greenwald, Minn. Mr. Broill has gone to Minneapolis.

The elevator at Waseca, Minn., owned by the W. L. McPeak Company has been purchased by the Cargill Commission Company.

Edwin Roy is manager of the Farmers Co-operative Elevator Company at St. Hilaire, Minn. He succeeds the late T. K. Hovet.

Improvements are being made to the elevator of E. P. Neuens at Fredonia, Wis., which he recently bought from the Froedtert Bros.

Jack McGlin has left the Westensee Grain Company of Lakefield, Minn., and has accepted a position with an elevator company in Edgerton.

Ladish-Stoppenbach have purchased the grain elevator at Milton Junction, Wis., and are buying all kinds of grain and selling feed. John Voelcke is manager.

The feed mill, coal yard, lumber business, etc., of the Armour Grain Company at Woodland, Wis., has been purchased by the Woodland Lumber & Grain Company which was recently organized at that place by H. Horn, J. Burow and E. Marquardt.

To conduct a general grain business, the Sandberg-Roe Company has been incorporated at Crookston, Minn., capitalized at \$30,000. A. G. Sandberg, Lillian Sandberg and Charles Roe are interested. The company will erect a new office building and

warehouse on the site of the building owned by Mr. Sandberg which burned a short time ago. It will adjoin the company's elevator.

The St. John Elevator at Grogan, Minn., is to be conducted under the management of A. Schellenberg of Slayton.

The Farmers Grain Company has purchased the Farmers Elevator Company at Kennedy, Minn. The new company will begin operations at once.

The A. C. A. Warehouse at Loyal, Wis., has been opened by the Loyal Elevator Company. The company will handle flour, bran, middlings, dairy food, corn, oats, seeds and feed.

The elevator of F. A. Chase & Son Company at Sun Prairie, Wis., which was burned, is to be rebuilt. It will be constructed of brick and concrete. F. A. Chase is president of the company.

On April 1 the Equity Elevator at Ada, Minn., was closed down to remain so until July 1. This action was taken because of the resignation of P. O. Christianson, grain buyer at the elevator.

The Donaldson Farmers Grain Company has been organized at Donaldson, Minn., and has bought out the Donaldson Farmers Elevator Company of that place. C. Nelson is president of the concern.

The interest of William Zimmerman in Zimmerman & Marty Company, dealers in grain, flour, feed, coal, etc., at New Glarus, Wis., has been sold to Isaac Schultz of Monticello. They will continue it under the name of Marty & Schultz Company.

OHIO AND MICHIGAN

The Kerr Grain & Hay Company is now located at Melvin, Mich.

A grain business has been started up at Lansing, Mich., by the Wolverine Grain Company.

The capital stock of the Eagle Grain Company at Hoytville, Ohio, has been increased from \$25,000 to \$40,000.

Ned Taylor will operate the Eckford Station Elevator of the Albion-Marengo Co-operative Company of Albion, Mich.

W. G. Bennett has purchased the elevator at McComb, Ohio, of Brumley & Todd. He will operate as the Bennett Bros.

The capital stock of the Castalia Elevator Company, operating at Castalia, Ohio, has been increased from \$15,000 to \$25,000.

A new grain and milling corporation is to be organized at Powhatan Point, Ohio, to take over and operate the Powhatan Flour Mills.

The Gwinn Bros. & Co. of Pleasant Corners (P. O. Grove City), Ohio, have increased their capacity. The elevator is now open for business.

A new electric motor drive, 20-ton track scale and radio apparatus have been installed in the elevator of O. Klepinger at Ingomar, Ohio.

A committee of Fayette Farm Bureau members has taken an option on the S. W. Cissna & Son Grain Elevator at Washington C. H., Ohio.

W. H. Hill & Sons have purchased the J. C. Harmon warehouse and lot at Oakwood, Ohio, and will remodel and build into a 15,000-bushel elevator.

A 20-horsepower motor and Bowsher Cob Crusher and Grinder have been installed at Eau Claire, Mich., for the Eau Claire Farmers Co-operative Association.

Richard W. Mills, F. A. Stetson, F. E. Stetson, J. F. Guild and S. J. Leser have incorporated at Lorain, Ohio, as the Mills Elevator Company. Its capital stock is \$10,000.

The elevator at New Paris, Ohio, formerly known as the Equity Elevator but now known as the Farmers Elevator Company, is under the management of J. V. Williams.

The elevator of George Triphagen at Sunfield, Mich., has been purchased by the Smith Bros. & Velte Company of Lake Odessa. The company now operates six elevators there.

The name of the Atwater Farmers & Gleaners Co-operative Elevator Company at Atwater (Bad Axe P. O.), Mich., has been changed to that of the Atwater Grain Company. Its capital stock is \$20,000.

The interest of George H. Siple in the elevator business of G. H. Siple & Co., Saugatuck, Mich., has been purchased by William Drew. He owns two-thirds of the stock, the remainder being owned by J. W. Oliver.

F. G. Klosterman has purchased the interest of Ben Wilker in Wilker & Klosterman at Montezuma, Ohio. The business is now known as the Montezuma Grain Company. George Klosterman is the other member of the firm.

A partnership has been formed at Port Huron, Mich., under the name of the Huron Grain & Bean Company by H. G. Jeffords and R. G. Pearse. They were formerly connected with the Port Huron Grain Company of Port Huron, Mich.

At a recent meeting of the Avery Grain & Elevator Company, Avery, Ohio, stockholders and directors pledged themselves to help in refinancing the company, which has been in a rather precarious

financial condition recently. This will mean that the company will continue operations in its elevators at Avery, Kimball and Huron.

The Waverly Grain & Feed Company has been incorporated at Waverly, Ohio, capitalized at \$5,000. B. Treber, James W. Logan, A. M. Kalfs, Leo W. Lorbach and K. Durham are interested.

The property of the Wapakoneta Farmers Grain Company at Wapakoneta, Ohio, is to be conducted by Gus Ruck. He was formerly manager of the Home Milling Company.

EASTERN

To conduct a grain business and mill, Frank C. Williams, Inc., of Eaton, Pa., have been incorporated.

A grain and feed elevator of S. D. Hartranft at Hagerstown, Md., has been sold by him to Lewis S. Martin.

The name of the Bentel Grain & Feed Company operating at Rochester, N. Y., has been changed to that of the C. H. Bentel Company.

A grain, hay, feed, and flour business has been opened at Lowell, Mass., by Arnold J. Ryan. He was for 20 years with W. E. Livingston Company.

The elevator of the Thorndike Coal & Grain Company at Lowell, Mass., which burned in February is being rebuilt. It will be of concrete construction.

The Marshall Flour & Feed Mills, Inc., of Cohoes, N. Y., will erect a three-story elevator and mill. The company was just recently incorporated, capitalized at \$200,000.

The Saco Grain & Milling Company has been purchased by Charles W. Smith of Biddeford, Maine. The company will conduct it in connection with its other business.

N. Barowsky of Williamsett has leased the plant of the F. G. Burnham Company at Holyoke, Mass. He will continue the grain and hay business, as the B. B. J. Company.

Jacob Pfister, J. A. Pfister, and A. J. Pfister have incorporated at Valhalla, N. Y., as Jacob Pfister, Inc. Capital stock is \$50,000. The firm will handle grain, hay, coal, wood, etc.

The American Elevator & Warehouse Company, Inc., has been incorporated at Buffalo, N. Y. E. P. Wells, C. G. Ireys, and H. F. Freeman are interested. Its capital amounts to \$1,000,000.

The Colchester Farm Produce Company of Colchester, Conn., has been purchased by the Meech Brown Grain Company, a branch of the Meech & Stoddard Company of Middletown.

The capital stock of the Globe Grain Company of Buffalo, N. Y., has been increased from \$50,000 to \$100,000. The directors of the firm are: Millard P. Ryley, George A. Sutherland and F. W. Moser.

To conduct a wholesale and retail grain business the Saugatuck Grain Company has been incorporated at Westport, Conn., capitalized at \$50,000. The incorporators are S. Novak, H. Tobin and A. C. Knorr.

The Fegles-Bellows Construction Company has been awarded the contract for the 700,000-bushel elevator for the Archer-Daniels Linseed Company of Buffalo, N. Y. A traveling marine tower and concrete wharf are also to be built.

Capitalized at \$10,000, the Farmers Supply Corporation has been organized at Ashland, Maine. The firm will conduct grain, flour and feed business. Ruel Stevens is president; A. Ralph Bearce, treasurer; H. L. Bearce and R. L. Stevens are also interested.

Further enlargements of its Port Covington, Md., elevator are being planned by the Western Maryland Railroad. Additional capacity of 2,100,000 bushels is to be provided which will bring capacity to 5,500,000 bushels, and permit 150,000 bushel of grain to be loaded per hour.

MISSOURI, KANSAS AND NEBRASKA

The Farmers Elevator Company at DeWitt, Neb., is to be liquidated.

The Nye-Schneider-Jenks Company is building a new elevator at Davenport, Neb.

A 10,000-bushel elevator has been completed at Doane, Dundy County, Neb., by O. M. Kellogg.

F. D. Walter will erect a new elevator at Studley, Kan., replacing the one which burned this year.

The Dale (Washington p. o.), Neb., elevator of the Nye-Schneider-Jenks Company has been closed.

Farmers around Powel, Neb., are interested in organizing a company there to take over the elevator.

W. H. Parks is now manager of the Farmers Union Elevator at Pauline, Neb., succeeding O. G. Evans.

Capitalized at \$20,000, the Producers Elevator & Exchange Company has been incorporated at Paris, Mo.

The Victory Mill & Elevator Company which was recently organized at Wichita, Kan., has been reorganized as the Victory Elevator Company to build a new grain elevator there. Thomas F.

Dwakins and John Madden, Jr., are interested. The company will build a new elevator with capacity of 500,000 bushels.

John H. Robinson is succeeded as manager of the Armour Grain Company at Hastings, Neb., by R. C. Pierce.

J. H. Dye succeeds L. R. Prose as manager of the Farmers Grain Company located at Cunningham, Kan.

C. H. Doane is succeeded as manager of the Farmers Union Exchange at Hartington, Neb., by J. B. Thompson.

O. J. McDougal has purchased the elevator of the Farmers Union Co-operative Association at Tecumseh, Neb.

Albert A. Pigeon is succeeded as manager of the Farmers Grain & Supply Company at Minden, Neb., by R. Orcutt.

T. O. Haiston purchased for the consideration of \$6,100 the Farmers Co-operative Elevator at Broadwater, Neb.

L. F. W. Horstman is holding position of manager of the Farmers Co-operative Grain Elevator located at Springfield, Neb.

The Central Granaries Elevator at Crab Orchard, Neb., is to be operated by Herbert Swanson. He succeeds R. S. Brott.

The contract has been let by Mrs. T. B. Kelley for the reconstruction of her elevator at Muscotah, Kan., which burned.

Improvements costing \$15,000 are to be made to the elevator of the Farmers Equity Elevator Company at Sawyer, Kan.

Edward W. Zersan has resigned as manager of the Farmers Grain Elevator at Schuyler, Neb. William Schuldt succeeds him in that position.

Farmers around Rogers, Neb., have organized a grain company which will either lease or purchase an elevator now standing idle. Its capital stock is \$25,000.

The name of the Freeman Grain Company of Salina, Kan., has been changed to that of the Freeman-Faith Grain Company. The management is unchanged.

A grain elevator of 20,000 bushels' capacity is to be erected at Alta Vista, Kan., for the Robinson Grain Company of Salina, Kan. Work is to be started soon.

The elevator and hay warehouse at St. Louis, Mo., has been purchased from the Saeger Estate by the Schwartz Bros. Feed Company. Consideration was \$30,000.

The Lindsborg Milling & Elevator Company of Lindsborg, Kan., has let the contract for a 100,000-bushel elevator. It will be of reinforced concrete construction.

A modern 20,000-bushel elevator is to be erected at Assaria, Kan., by the Farmers Mill & Elevator Company. This will replace the one which was destroyed by fire.

A new elevator with capacity of 12,000 bushels is to be erected on a site near the Burlington Railroad at Gallatin, Mo., for the Cameron Co-operative Elevator Association.

An addition is being erected to the Ralston, Neb., elevator of the Erickson Bros. In this addition will be installed machinery for grinding all kinds of feed and grain.

J. W. Hildreth is manager of the Fellsburg Equity Exchange of Fellsburg, Kan. He was formerly manager of the Farmers Elevator Company at Dighton, Kan.

To carry on a general grain and agricultural business, the Columbia Co-operative Warehouse Association has been formed at Columbia, Mo. Its capital stock is \$15,000.

Levin McKimmey resigned as manager of the Farmers Elevator & Shipping Association of Hebron, Neb., and is succeeded in that position by Thomas Morgan of Shea.

The old Lysinger Elevator at Aurora, Neb., has been purchased by W. L. Dietz and J. B. Hamilton. They are installing feed grinder and other equipment and will operate a general feed business and handle coal.

A \$20,000 reinforced concrete elevator with capacity of 33,000 bushels is to be erected at Grand Island, Neb., for the Nebraska Consolidated Mills Company. Work will start April 10 and will be completed July 1. A. R. Kinney is president of the firm.

The following companies have equipped their plants with Globe Combination Auto Truck & Wagon Dumps: Lord Grain Company, Emporia, Kan.; Sawyer Equity Exchange, Sawyer, Kan.; Walnut Creek Milling Company, Great Bend, Kan.; Kelley Grain Company, Muscotah, Kan.; Shawnee Milling Corporation, Nashville, Kan.; Howard Grain Company, Mt. Hope, Kan.; Red Star Milling Company, Nashville, Kan.; Coates, and Bluff City, Kan.; Farmers Mill & Elevator Company, Assaria, Kan.; Cline &

Atherton, Sterling, Kan.: Farmers Co-operative Grain & Milling Company, Alden, Kan.; Home Lumber Grain Company, McPherson, Kan.

Additional buildings are to be erected it is understood, to the plant of the Bushton Grain Company of Bushton, Kan. The company has purchased 12 lots for this purpose.

F. R. Warrick is to operate the Wichita, Kan., elevator of the Kansas Flour Mills Company. He has been manager of the shipping department of the R. J. Thresher Grain Company of Kansas City, Mo.

The Farmers Union Co-operative Grain & Stock Association has purchased and is installing a 15-horsepower "Z" Fairbanks Morse Gas Engine at Lodge Pole, Neb. Improvements are also being made on the elevator.

The elevator at Emporia, Kan., known as the Katy Elevator, is to be remodeled for the Lord Grain Company. It will be increased 5,000 bushels in capacity and will have a new distributor, truck dump and motor.

The Tasco (Guy p. o.), Kan., elevator of the Associated Mill & Elevator Company has been purchased by J. Lynch of the J. Lynch Grain Company. The firm will use it as point for buying grain. It also purchased a 75-foot lot on which it will erect a two-story office building.

The Co-operative Union Mill & Elevator Company of Severy, Kan., has purchased the A. M. Brandt Elevator there. H. A. Bonnell is manager. The company contemplates the installation of new machinery this summer.

A new 200,000-bushel elevator is under course of construction at Great Bend, Kan. for the Walnut Creek Milling Company. The construction work is being done by the Jones-Hettelsater Construction Company of Kansas City.

J. G. Bortner is president; W. B. Pangel, vice-president; Guy A. Brown, secretary, and W. Deming, treasurer of the Geneva Co-operative Grain Company of Geneva, Neb. The company has purchased a grain elevator at Geneva and will operate it immediately.

The 7,000-bushel elevator of the Nanson Commission Company at Sands (St. Charles p. o.), Mo., has been purchased by the Florissant Valley Co-operative Elevator Association of Anglum. The company will operate the elevator in connection with their elevator at Anglum.

P. M. Anderson is manager of the recently incorporated Holt Grain & Supply Company of Holt, Mo. The firm is capitalized at \$25,000. A deal was recently consummated whereby this firm came into possession of the elevator, stock, and fixtures of Ellington & Du Vall.

quantity of feed, was damaged by fire. An overheated drive shaft was the cause of the fire. The total damage was \$750.

Prescott, Mich.—The elevator of the Saginaw Milling Company at this place was damaged by fire on March 8. Value of the plant was \$30,000; insurance, \$29,000; loss, \$27,000.

Deansboro, N. Y.—On March 24 fire destroyed the feed mill owned by the Deansboro Feed & Lumber Company. The loss amounted to \$30,000. The origin of the fire was unknown.

Hutchinson, Kan.—Fire on March 25 destroyed the elevator of the Rock Mill & Grain Company. About 90,000 bushels of wheat were in the elevator at the time. Loss was \$200,000.

St. Charles, Ill.—Fire damaged the elevator here owned by W. P. Lillibridge and rented by George L. Marshall. The loss amounted to \$4,000. The building was partly covered by insurance.

Orcadia, Sask.—The 30,000-bushel elevator here owned by the N. Bawlf Grain Company, Ltd., was destroyed completely by fire on March 23. The elevator was filled with grain at the time.

Richmond, Minn.—The elevator and flour mill of the Farmers Mill & Elevator Company here were destroyed by fire on March 25. The loss totaled \$50,000; the company carried \$43,000 insurance.

Wolford, N. D.—Fire destroyed the National Elevator together with the company's coal sheds with 60 tons of soft and hard coal. About 15,000 bushels grain were stored in the elevator at the time of the fire.

Meeks (Georgetown p. o.), Ill.—Fire damaged the Meeks Elevator operated by Paul Woodruff on March 12. The office and scale were destroyed. A new office is being built and first class scale and gas engine will be installed.

Galata, Mont.—The elevator of the International Elevator Company was destroyed by fire. The building had a capacity of 30,000 bushels. About 2,000 bushels wheat and other grains were destroyed. The elevator was built in 1916.

Somerville, Mass.—Fire damaged the warehouse of the grain firm of Colbert Bros. & Co., with a loss of \$15,000. Fire originated in a car of hay on the side track either from spontaneous combustion or from sparks from a passing locomotive.

FIRES—CASUALTIES

Grove, Okla.—The elevator and mill of George Dawson were burned.

Broken Bow, Neb.—The feed business of H. A. Tapp here was destroyed by fire.

Thayer, Kan.—On March 14 fire destroyed the grain elevator of White & Johnson.

Marceline, Mo.—Fire destroyed recently the feed and grain store of George F. Gucker.

Outlook, Mont.—On March 1 the office building of the Farmers Elevator was destroyed by fire.

Alma, Mich.—Fire destroyed completely the Farmers Elevator here to the extent of \$10,000 on March 27.

Enola, Pa.—Fire on March 21 destroyed the J. P. Kistler Grain & Feed Warehouse. The loss was \$10,000.

Berville, Mich.—On March 25 fire destroyed the Bottomly & Kennedy's elevator here. Loss was \$25,000.

Gonzales, Texas.—The grain elevator of Frank Shuler was destroyed by fire. The loss was \$8,000; insurance, \$6,000.

Lawrenceburg, Ky.—On April 2 fire damaged the house of the Anderson Feed Company. The loss amounted to \$8,000.

Toronto, Ont.—Fire damaged the storehouses of the Kelley Flour & Feed Company to the extent of between \$8,000 and \$10,000.

Imlay City, Mich.—Lewis Steele's grain elevator was destroyed by fire. Loss of \$6,000; this was partly covered by insurance.

Caledonia, N. Y.—The mill of the New York Alfalfa Company was destroyed by fire. Loss amounted to \$8,000; this is partly covered by insurance.

Oslo, Minn.—On March 17 the elevator here owned by the Spaulding Company, which has its headquarters at Warren, was destroyed completely by fire.

New Albany, Miss.—With a loss of between \$35,000 and \$50,000, the plant of the New Albany Elevator Company was damaged by fire of unknown origin.

Canandaigua, N. Y.—The Howard Winnie Feed Company's plant was damaged by fire and large quantities of hay were destroyed. The loss amounted to \$15,000.

Upper Darby (Philadelphia Branch p. o.), Pa.—Fire destroyed the feed store of V. Erwin Bond. The fire was confined to the building and resulted in a loss of \$20,000.

Auburn, Wash.—The warehouse of the Smith Feed Company was set on fire and damage amounting to several thousand dollars was done to the contents by fire and water.

York, Neb.—The five-story elevator and warehouse of the Nebraska Grain & Fuel Company was damaged by fire which is believed to have been of incendiary origin.

Nishnabotna, Mo.—Fire destroyed completely the 10,000-bushel elevator owned by William A. Luhrs. H. O. Sly and Ed. McNeal. The insurance carried amounted to \$8,000.

Waxahachie, Texas.—The elevator and flour mill of the Stone-McKenna Milling Company were destroyed by fire April 5. The loss is \$90,000 includ-

ing \$40,000 worth of grain and grain products. The loss was partly covered by insurance. The plant will be rebuilt.

Cook, Neb.—On April 3 fire destroyed the elevator and flour mill property here. The elevator and mill were idle, and were undergoing repairs. No insurance was carried.

Cedar Rapids, Iowa.—Part of the elevator of J. Butler & Co., feed manufacturers, together with a

OBITUARY

BAUGHMAN.—Jesse Baughman died aged 76 years. He was a pioneer grain dealer and miller of Kingfisher, Okla. He was one of the founders of the Oklahoma Milling Company and was president of the Star Mill & Elevator Company of Hennessey.

BRUCE.—On March 14; Robert Bruce died at Shawnee, Kan. He was 25 years old and was engaged in the feed business there.

COUNTER.—After suffering from pneumonia, W. R. Counter died on March 14 at Los Angeles, Calif. He was deputy grain inspector at Los Angeles. His widow and small daughter survive him.

FOX.—H. J. G. Fox died suddenly on March 12 at his home in Delanson, N. Y. Mr. Fox came to Delanson in 1898 and formed a partnership with L. L. Terpening of Delanson as wholesale buyers and shippers of hay, straw and grain. This continued until 1916 when the firm dissolved partnership, Mr. Fox and Mr. Terpening each going into the same business for themselves. Mr. Fox had been active in the hay, straw and grain business for 23 years. Widow, two children survive him.

GILMAN.—A. W. Gilman died on March 4 at his home in Rochester, N. Y. He was one of the oldest seedsmen in Rochester. His widow and one son survive. The son has been associated with his father in the seed business for 30 years and will continue business under the name of A. W. Gilman.

HAMP.—On March 16 following a short illness, Robert J. Hamp died at Duluth, Minn. He was for 28 years representative of the Frank A. Pierce Company, of Minneapolis, and was a member of the Duluth Board of Trade. His widow and three children survive him.

LANE.—Thomas D. Lane died recently at St. Paul, Minn. He had for years been in the grain business at Kansas City, Kan.

LEINESCH.—George W. Leinesch died at his farm in O'Fallon, Ill. He was secretary of the Belleville Co-operative Grain Company. Mr. Leinesch was 57 years old.

McCROSSEN.—After an illness of three weeks' duration, C. H. McCrossen, Sr., died at the home of his son at Ashton, S. D. For 20 years he was manager of the Crown Elevator at Ashton.

McPHEE.—John McPhee was electrocuted in his home in Sioux Falls, S. D. He was traveling repre-

sentative of the Hoover Grain Company of Minneapolis, Minn.

NOAKES.—A. C. Noakes, of Noakes & Eccles, grain brokers of Vancouver, B. C., died recently. Before forming the partnership with this firm years ago, Mr. Noakes had been associated with the Victory Flour Mills, Ltd.

OVERMYER.—Aged 87 years, Franklin Overmyer died at Burr Oak, Ind. He was an elevator operator at that place.

PILLSBURY.—Herbert P. Pillsbury died on March 28 at his winter home in St. Petersburg, Fla. He was a grain dealer and flour jobber at Washington, D. C. He was a pioneer grain dealer there. His widow, two daughters and one son survive him. Aged 74 years.

PORTER.—W. A. Porter was found dead in the engine room of his plant at Tulia, Texas. He was president of the Porter Grain Company. It is believed that he was killed by the fly wheel.

STEPHENS.—E. M. Stephens died at Milo, Mich., aged 62 years. He was formerly in the elevator business at Doster, Richland and Bellevue.

SUTTLE.—On March 9, R. T. Suttle died at his home in Kenney, Ill. He was owner of the elevator at Hallsville, Ill.

THORSON.—Influenza-pneumonia caused the death of T. S. Thorson on March 11 at his home in Dawson, Minn. He was grain buyer at the elevator there. His widow and 10 children survive him.

WHIPPLE.—Aged 93 years, Job D. Whipple died at Geneseo, N. Y. He was one of the oldest grain brokers there. He retired several years ago.

George H. Dennis, a grain dealer at Humeston, Iowa, has filed a voluntary petition in bankruptcy. Its liabilities are \$3,727.67; his assets, \$5,452.13.

A voluntary petition in bankruptcy has been filed by George W. Moench a grain dealer of Logan, Utah. His liabilities were named as \$85,118; assets \$110.

Application has been filed by stockholders of the Farmers Elevator Company at Kingfisher, Okla., for the appointment of a receiver. A. R. Smith, manager of the company, was appointed as such by the court.

FIELD SEEDS

SEEDING GOVERNED BY CONDITIONS

In various sections of Colorado, under dry land conditions Winter wheat should be seeded at different rates, says Alvin Keyer of the Colorado Agricultural College. In no case should over 30 pounds of seed per acre be used. This amount should be plenty for the northern part of the plains region of the state.

For the southern part of the plains region below the Divide, 20 pounds is amply sufficient and in some cases 15 pounds on summer-fallowed land is all that should be used.

For irrigated conditions, 60 pounds of Winter wheat is about the right amount to seed anywhere in our wheat-growing sections.

AN INNOVATION IN THE SEED TRADE

There is a decided innovation in the booklet which Wm. G. Scarlett & Co., the widely known seed merchants of Baltimore, Md., have recently put out. The booklet is entitled "Permanent Pastures for the South Atlantic States." In it the company gives to the public the exact formulae of its pasture mixtures, something which, we believe, has never been done before.

The booklet contains 25 such formulae, classified according to the states of the south Atlantic division, and further according to the different sections of each state. It also contains a sowing table and considerable other valuable information. The material contained in it has been based upon the company's own experience, supplemented by extensive correspondence with experiment station experts, agricultural agents, and successful farmers throughout the territory served.

The booklet has been prepared for distribution to the company's customers and to agricultural advisers and teachers. It is free, and the company is willing to make as wide distribution as the demand for it will warrant. Write Wm. G. Scarlett & Co., Baltimore, Md., if you want a copy.

SEEDS FIRM

"Dealers reporting good cash demand" say Southworth & Co., in their letter of April 8. "More favorable weather brings increased seed purchases. Cash still commands a big premium over April. Receipts fell off sharply, only 110 bags this week. Shipments 2,866 bags. New York reports imports 2,525 sacks.

"Stocks here getting low but are larger than receipts and shipments would indicate. If brisk cash demand continues remaining stocks could easily be exhausted. Toledo's carry-over may be small.

"Excellent spot demand for Clover. Better grades selling close to prime. Good merchantable seed is selling on the basis of April. Inferior quality that will have to be carried over is figured on the October. No time like the present to sell your good seed.

"All eyes now focused on October. Growing season ahead. What will the new crop be? Much or little can happen. Very sensitive to weather. Market sharply higher this week on good demand and light offerings.

"Alsike and Timothy firm. Trade inactive at present. Cash demand slow. Receipts Alsike this week 10 bags. Shipments 180 bags. Timothy receipts 382 bags. Shipments 1,174 bags. Exports Timothy from New York 325 bags."

LESPEDeza SEED VITALITY LIMITED

It has been found through experiments at the Tennessee Experiment Station that well-matured Lespedeza (Japan Clover) seed gives a high per cent of germination when fresh, but that germination decreases when seeds are kept over. An experiment with seeds one and two years old showed that one-year-old seed, out of 10 samples taken, gave germinations of from 32 to 80 per cent, while two-year-old seed gave only from 12 to 64 per cent. Seed three years old gave much lower results, but a few seeds will remain germinable longer than three years.

In 1920, seed from the 1915 crop were sown thick in rows. A few plants came up late. It is not safe to sow seed more than two years old, and if two-year-old seed have to be used the amount should be doubled. In all samples tested there were a few hard seed left on the germinator at the end of the experiment.

Experiments carried on at the Louisiana station showed that three-year-old seed failed to germinate, and two-year-old seed gave a low germination. In each case the hard seed left over germinated when tested later. It was also found that seed treated with sulphuric acid germinated very rapidly, within three or four days.

At the Tennessee station seed have never been

found coming up the second year after planting. Tests were made by placing seed in the ground at different depths. They were dug up at intervals and examined. After one year, all the seed placed deeper than one inch below the surface were decayed, with the exception of a few hard seed, which failed to germinate when tested in the laboratory. The trial was continued for three years, and a few hard seed were found at the end of that time.

NEW SEED TRADEMARKS

The following new seed trademarks were published in a recent issue of the U. S. Patent Office *Gazette*: "Faith" grass and field seeds. Doughten

' ' FAITH ' '

' ' FAME ' '

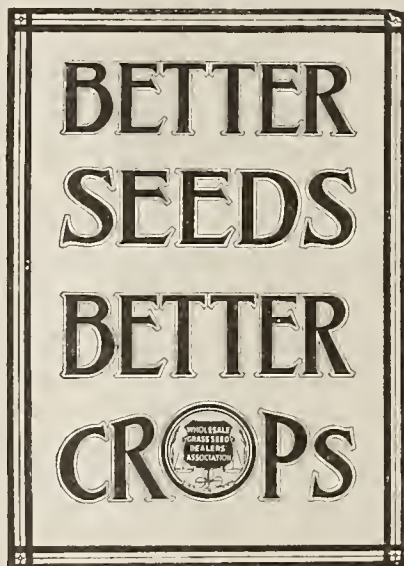
Seed Company, Jersey City, N. J. Filed December 28, 1921. Serial No. 157,212. "Fame" grass and field seeds. Doughten Seed Company, Jersey City, N. J. Filed December 28, 1921. Serial No. 157,213.

IN A NUTSHELL

The art of condensing miles of industrial publicity within a nutshell—is illustrated by the newly adopted slogan of the Wholesale Grass Seed Dealers' Association, which we reproduce here.

"Better Seeds, Better Crops"—in the abstract—merely states a fact with which all are agreed. The Grass Seed men however have made a "Nutshell" out of the "O" in Crops, the kernel of which, is the Association emblem.

The inference is so obvious, that even a disinterested person glancing at the slogan will immediately get the connection and what is implied by



this ingenious combination. We are informed that members of the Association have been requested to use this combination on or with their ads and printed matter generally, and we feel sure those who wish to get their products into the spotlight, will do so.

SEEDS MAINLY LOWER IN NEW YORK

BY C. N. TRAFTON

The continuation of cold and wet weather over a large area has had a serious restrictive effect on business in field seeds, and the interference with customary spring farm work has been reflected in a decidedly poor demand. As a consequence the general trend of prices has been downward.

Red Clover has declined about 1/2 cent during the month, reflecting a somewhat general loss of confidence among holders. Owing to the backwardness of the season they are evidently fearful that total consumption will be small, which will leave them with an unusually large surplus on their hands at the end of the season. Among some experienced and conservative merchants the opinion prevails that it is too early to give up hope of a normal planting, it being argued that a great deal of lost time can be made up if the weather improves in the near future. Reliable authorities state that seaboard stocks are smaller than they have been at this season in a number of years. The local stock includes almost no French seed and only a little Italian. With anything like the usual demand in the future it is feared that there will not be enough to go around. Some anticipate a marked shortage

before May 15. Arrivals from abroad showed striking enlargement, the month's total being 11,100 bags, against 3,615 during February. Still, the grand total is running far behind that of ordinary seasons. As confirmation of our previous claims that the trade would be forced to depend upon Italy to a great extent, it is interesting to note that that country supplied 5,240 bags of the month's total; Germany 3,330 bags; and France 2,250 bags.

Alsike has also lost from 1 1/2 to 2 cents in the month, largely in sympathy, and partly owing to insignificant export trade, shipments for the month being only 200 bags to Norway. White Clover is about 2 cents lower with imports for the month amounting to 435 bags, against 75 during February. Crimson Clover has remained about unchanged. Stocks are small in spite of much larger arrivals for the month; about 3,950 bags, compared with 160 in February. The import situation remains strong, quotations for shipment from France ranging from 9 to 13 cents.

Alfalfa showed independent firmness, gaining about 1/2 cent as demand was good and stocks almost exhausted. The only arrival this month was 200 bags from Chile. Argentina has shipped nothing in over a month and is now quoting 13 cents c.i.f. for April-May shipment. Some business has been done and fairly good arrivals are expected later in the month.

Timothy has been quiet locally and with some holders anxious to sell prices have eased off about one-half cent. Exports showed fair enlargement, the month's total being 6,240 bags, against 5,215 in February. Over 4,300 bags were shipped to the United Kingdom, including one cargo of 1,828 bags and one of 1,686 bags.

Fancy Kentucky Bluegrass furnished the only striking exception to the generally easier tone, gaining about 4 cents because of striking scarcity, spot stocks being practically exhausted. The advance prevented export business, there being no shipments. Canadian Bluegrass was firm but not quotably changed. Orchard Grass is also unchanged, but the tone has been soft owing to disappointing demand. Arrivals were 285 bags for the month, against 110 in February. Fancy Redtop has also been easier, declining about 1 1/2 cents. No shipments were reported for the month. Rye Grass has been dull and unchanged with arrivals of only 100 bags, against 450 a month ago.

Hairy Vetch has been firm owing to fairly good demand and shortage of supplies. The month's arrivals were 275 bags, against 100 in February. Rapeseed has declined about 1/4 cent as demand has been slow and supplies ample. About 1,765 bags arrived from Holland, compared with 110 during February. Supplies in that country are evidently cleaned up as little is heard of fresh offers.

Sunflower has been firm with demand good and spot stocks well cleaned up. Moreover, arrivals were smaller; 2,255 bags, against 3,725 in February. The opinion prevails that the new crop in Argentina is short as offerings are light at 4 to 4.40 cents c.i.f. New York. Additional arrivals are expected later in the month.

Canary has been easy owing to slow demand and much larger arrivals, about 7,310 bags, against 5,050 during February. Argentina contributed about 6,360 bags and is making additional offerings at 3 1/4 to 3 1/2 cents c.i.f. New York. It is thought that some Moroccan seed was included in the 950 bags received from France, Italy and the United Kingdom.

MILWAUKEE SEED SITUATION

BY C. O. SKINROD

Two of the most striking points in the monthly seed report for Milwaukee are the large shipments of Clover and Timothy seed as set off against the comparatively small receipts. The receipts of Clover seed at Milwaukee for the past month have been 436,399 pounds as compared with receipts a year ago of 872,921 pounds, or just half the volume of those a year ago for the corresponding period. These receipts compare with shipments for the same month of 2,189,170 pounds. Shipments have therefore been about five times as large as the receipts for the same month. The shipments of 2,189,000 pounds of Clover seed in round numbers compare with shipments for the same month a year ago of 1,647,565 pounds. Shipments in 1922 were about 25 per cent larger than normal.

Taking up Timothy seed, receipts are given at 341,001 pounds, as compared with 979,286 pounds a year ago for the corresponding period, which makes current receipts about one-third of normal. Shipments for March were 1,044,705 pounds, or almost exactly three times as large as the receipts for the same period. The shipments compare with shipments a year ago for the corresponding period of 304,381 pounds, being therefore about three times as large as those of a year ago.

Light receipts of both Timothy and Clover seed have been the rule for the past month with the figures only one third to one half of those of a year ago, while shipments have been 25 per cent to 200 per cent above those of a year ago.

The official report of the seed market of the Chamber of Commerce said that during the first

(Continued on Page 748)

HAY, STRAW AND FEED

BLUE GRASS IN KENTUCKY

Tobacco and hemp supplanted Bluegrass to a great extent in Kentucky during the war. A large portion of this plowed land has not been seeded again to Bluegrass and in consequence the present acreage is still below the pre-war quantity. The largest crop on record was grown in 1912 with approximately 1,500,000 bushels; the smallest crop was in 1921, estimated at 175,000 bushels. The 1921 crop followed several years of short crops.

ARRIVALS LIGHTER

"There was a splendid demand here again to-day," say Albert Miller & Co., of Chicago, Ill., under date of April 11, "all offerings being readily absorbed and at firm prices. Chicago needs a lot of hay and we look for a good market here for some time. Not only does Chicago need hay but so does the surrounding territory. We receive inquiries daily from nearby towns wanting hay.

"Your consignments to us will be appreciated and in turn we will give you our very best in way of sales and quick returns."

SOY BEAN HAY EQUALS ALFALFA

The high content of digestible protein in Soy-bean hay makes it valuable as a feed. In feeding value it is superior to Red Clover or Cowpeas and, as indicated by comparative feeding tests, is equal to Alfalfa for milk and butter production. Soy-bean hay makes an excellent winter ration for young cattle, sheep, and horses when fed in mixture with other hay or roughage and has been used to good advantage for hogs. The feeding of Soy-bean hay alone is not advisable, because its relatively high protein content may cause digestive disturbances.

MARKET STRONG

In their letter of April 10, Toberman, Mackey & Co., of St. Louis say:

"The receipts of hay are very light again this morning. The market is strong on all grades and a good demand prevails for practically everything. There is nothing to indicate that we are going to have any heavy receipts for quite a while and we believe that the market is going to rule stronger. We urge shipment of all hay that you can possibly get loaded and started to the market for from reports that we have from all over the country it seems that the roads are practically impassable and the movement will therefore be light for some time to come and the market will remain very strong.

"Good Clover is very scarce and is wanted; medium and low grades are more or less dull and draggy.

"Choice Alfalfa is also scarce and selling as high as \$29 medium and low grades dull.

"Prairie hay is selling well and receipts quite light. Straw market quiet and dull."

HAY HIGHER IN NEW YORK

BY C. K. TRAFTON

Temporarily early in the month the hay market was decidedly sluggish and unsettled. For the time being buyers were in exceedingly light attendance, and hence the market was often in a stagnant condition. Almost all buyers asserted they had sufficient stock to last them for a few weeks because they claimed that demand from consumers was remarkably light. It was the consensus of opinion that the limited interest manifested by distributors and local dealers was attributable largely to contentions that general trade was so lifeless that consumption had been small. Furthermore, it was also believed that a good many jobbers had been led to keep out of the market as much as possible because they supposed that receipts would become larger in April, or after the advent of better weather, which they imagined might lead farmers and country shippers to sell more freely. In addition, there was a notion that there would be a decline in freight rates growing out of the opening of lake navigation.

Later in the month there was an abrupt and radical change in the temper of the market, sluggishness being succeeded by conspicuous buoyancy. Buyers suddenly began to manifest far greater interest, creating the general impression that they had kept out of the market for so long that their stocks had been reduced to a low plane, and consequently they were forced to buy on a larger scale. In the meantime, receipts were decidedly disappointing, having become materially smaller instead of larger as forecast.

It was explained that because of the so-called low bids in March farmers and country shippers had become greatly dissatisfied, and hence they had

practically stopped selling for the moment. Hence there was a sharp falling-off in invoices, and naturally receivers became more and more indifferent about selling, excepting at higher figures. At times choice grades of Timothy and Light Clover Mixed in large bales were so extremely scarce that almost all buyers were compelled to take medium to good grades more freely. In fact, low grades also sold at firmer prices.

Conditions in the straw market have been badly tangled. As a rule receipts were so remarkably meager that business was greatly restricted. Consequently while there was a decidedly strong undertone, values have been largely nominal. In view of the facts, it has been difficult to form a positive opinion as to values.

POPULARITY OF SUDAN GRASS INCREASES

Although not more than 200 acres of Sudan Grass were planted in Kentucky in 1921, it is probable that the acreage this year will be nearer 2,000. Sudan Grass has demonstrated its usefulness to the Kentucky farmer both a hay and pasture crop.

The grass, which is a fine-stemmed Sorghum is possibly more valuable in the state for pasture than it is for hay, this being especially true in the case of dairymen and farmers who are raising large numbers of hogs. From the time that it is a foot high, the grass will carry about 1,000 pounds of live weight of any class of stock an acre. On good land, the carrying capacity is even greater. The crop has further advantages in that the seed is cheap, ranging around four cents a pound, it is relished by all classes of stock and can be grown on any type of soil. The grass grows rapidly during July and August until killing frosts.

In Kentucky, it usually is seeded from May 1 until July and is out for hay when the first heads appear. It is possible to get two crops of hay a season from it and some pasture in addition. From 10 to 20 pounds of seed is used an acre. This may be broadcasted and harrowed in or drilled with a wheat drill set at about two pecks of flax an acre, the latter method being preferable. The heavier rate of seeding is best both for hay and pasture purposes.

COLOR IN ALFALFA MEAL

Apropos the often discussed question of color in Alfalfa and Alfalfa products. President Nixon Elliott of the Western Alfalfa Milling Company of Denver, who has had a wide experience in milling Alfalfa says: "The average choice green Alfalfa meal will analyze higher in every test than the next lower grade and this in turn will average higher than the next below it. Choice green meal can only be made out of fine stemmed very leafy green Alfalfa. As a large per cent of the protein and digestive matter in Alfalfa is contained in the leaf, it can be readily seen that this grade of hay makes a higher grade of meal than can be made from hay of ranker growth, including large stems which when ground show the white pith and decreases the greenness of the meal. The difference between choice meal and number one meal is sometimes due to the difference between the size of the stems of the Alfalfa.

"Number Two meal, which would be less green than number one often contains Alfalfa with some foreign grasses in it, discolored and bleached Alfalfa, etc., and cannot consequently analyze as high as number one of choice Alfalfa. The natural climate of Alfalfa is dry and sunny. The unnatural climate is any place that is not arid. In other words it has been proven to be quite untrue that a dry climate with continuous sunshine forces Alfalfa to an unnatural growth. But it is true that an exceedingly dry irrigated country produces the greenest, choicest Alfalfa grown anywhere, and this kind of Alfalfa has been proven time and again to contain the most food value in every way."

INVESTIGATIONS WITH FORAGE PLANTS

So varied, so many, and so important to Canadian agriculture are the investigations being carried on by the Division of Forage Plants of the Dominion Experimental Farms under the Dominion Agrostologist, Dr. M. O. Malte, that the report of the division for the year 1920-21, recently published, is of a technical nature and one for close study rather than for description. The year's operations are minutely and analytically set forth. The report describes tests with 14 types of corn, six types of Red Clover, Alsike Clover, Alfalfa and Timothy.

Western Rye Grass, which in large sections of the West has an importance comparable to that of Timothy in the East, has been more thoroughly experi-

mented with than any other grass. The discovery made that this grass is self fertilized is of considerable importance and interest. This fact, as in the case of wheat, makes the easy development of countless varieties possible. In making tests of numerous varieties now growing wild in Canada, variations in the quantity of straw and seed produced were found to exist to a surprising degree. As these varieties are found to breed true to type, it should not be difficult to propagate selections from these or from new originations, with the probability of securing varieties of far greater productivity than these now being grown.

Other grasses under test included six samples of orchard grass received from Sweden and 29 individual plants from Vancouver, B. C.; meadow fescue, including three lots received from Sweden; 26 lots of Kentucky blue grass; a plot of field Brome grass received from Sweden; a small area of Sudan grass, and a few lots of miscellaneous grasses, including awnless Brome grass, Red Top, Red fescue, and Tall Oat grass.

Thirteen full page plates showing roots of representative varieties of mangels tested in 1920, and three varieties of field carrots also tested in 1920, constitute a feature of the report, which may be obtained free on application to the Publications Branch at Ottawa.

SCIENCE AND SYSTEM IN THE FEED BUSINESS

BY SHERMAN T. EDWARDS

(Continued from Page 682, March issue)

Six to 12 articles are used in a manufactured feed to secure variety, palatability, digestibility and the proper chemical analysis to produce the results desired. From this one can readily see that it would be impossible for a farmer to raise articles for mixtures of feeds that would produce results, such as can be handled by large manufacturing plants. During my stay in the West, I found entire communities where dairy feed was unknown and after the introduction of high-class, properly made manufactured dairy feed, we were able to show an increase in milk production of as much as a gallon a day per cow.

One of the first official tests on the use of dried buttermilk for poultry was made under the supervision of Prof. A. G. Phillips of Indiana State Agricultural College, Purdue University, on a two-year test on three pens of 30 white leghorn pullets each, and completely backs up my contention of the value of dried buttermilk. The three pens were all fed the same feed, one with the addition of dried buttermilk, one with liquid buttermilk and one no buttermilk at all. Here are the average yearly results of the test:

	With- out But- termilk	Liquid But- termilk	Dried But- termilk
Yearly average eggs per hen	56.6	164.7	189.4
Feed consumed per year per hen	59.1 lbs.	75.8 lbs.	76.6 lbs.
Total cost of feed per year per hen	\$1.49	\$2.16	\$2.47
Total cost one dozen eggs per cost feed	\$0.33	\$0.16	\$0.16
Pounds feed used to produce one dozen eggs	8.31	3.56	3.22
Income from eggs sold per hen	\$2.39	\$7.13	\$8.21
Profit over cost feeds per hen	\$0.78	\$4.92	\$5.69
Mortality during year	High	Low	Low

Many other interesting tests have been made which show results as good or even better than the above. In all cases a well balanced feed containing five to eight articles, including a small percentage of dried buttermilk, produced the best results.

A Michigan report showed over 90 per cent of 500 baby chicks successfully raised where the general average before was a loss of at least 20 per cent. An Iowa report showed 15-ounce baby chicks at four weeks. A New Jersey report showed beautifully formed birds weighing 3 1/4 pounds in 80 days. A California report from a breeder with 45 years' experience in the poultry business, whose birds had run down in egg production, showed a 70 per cent increase in 20 days. He also reported an increased weight in the eggs to 26 ounces per dozen and pullet eggs came up from 19 to 22 ounces. A report from a car shipper of live poultry showed a gain of 1,500 pounds on a trip of 1,200 miles, against previous loss of from 100 to 300 pounds when fed corn alone.

One remarkable test was conducted on fattening poultry at Portland, Ore. It took me two months to induce the company to permit me to make the test. The final report showed an increase of 40 1/2 pounds on 92 white leghorn pullets in eight days. This was 22 1/2 pounds more increase on the same number of birds, over the feed they had been using with apparent satisfaction, based on 100 pounds of feed in each case. The results showed that by a new system of feeding, they were able to secure enough more production to pay for all the feed and \$70 per ton besides. To assist them in presenting this to the public, I arranged for one thousand chicken dinners to be put on at the three leading hotels in Portland.

The company fattened 1,600 birds for the occasion and we advertised the dinners far and wide. The hotels were packed and as many as 200 people were waiting in line. The endorsement of milk fed chicken, and this idea of introducing it to the public, was far beyond my expectations. I am simply giving you this as one of the novel ways of introducing your wares to the trade and the general public.

Similar remarkable results have been reported in feeding pigs from weaning time until they are ready for market. An Oregon test on five small pigs showing a combined weight of 36½ pounds were increased six times their weight in 58 days, to 219 pounds. An Oregon farm fed two lots of hogs, one lot of 10 hogs consuming only 1,800 pounds of mixed feed containing dried buttermilk, showed a gain of \$21.12 at a price of 16 cents per pound for pork, over the other lot of 10 hogs consuming 2,000 pounds of good feed without buttermilk. This gain was 49 per cent profit on the investment over the feed without buttermilk.

The merchant of today is continually keeping track of the articles that sell the best and also the ones that show the best profit. The farmer or feeder of poultry, hogs and all farm animals, should be equipped to do the same as the merchant, that is, check up the best feeds by testing for results. Often we find the highest priced feed is the cheapest in the long run, when the proper records are kept.

Remember the specialties in all lines of business are the ones that bring the most money, both to the seller and purchaser alike, and it seems to me that it is your duty to develop all the high class specialties and assist in teaching the farmers and breeders the methods best adapted to obtaining the highest results from the goods you are selling. A store selling only staple articles like sugar, potatoes, flour, salt, etc., will never pay the groceryman any more than the straight grains and mill feed alone will pay sufficient profit to the feed dealer. He must have variety.

Take the new articles and show your trade their advantages and value. For a number of years the feed trade had but little to talk about and were only acting as transfer companies, transferring grain from one section of the country to another, and what extra money they made was usually made in speculating. Today you have the most remarkable field for development that has ever been brought out in this country. The new developments in the past 10 years have placed this business in a position where, with your assistance, it can easily be one of the most beneficial to producer and consumer alike, of anything in the United States.

NEW FEED BRANDS

"CLIMAX" mixed poultry feeds. Wells-Osen Milling Company, De Pere, Wis. Filed December 22, 1920. Serial No. 141,442. Published March 7, 1922.

"UNION GRAINS" dairy ration. Ubiko Milling

SPERRY FLOUR
@
SURE-NUFF
UNION GRAINS
SURE PORK "CLIMAX"

Company, St. Bernard, Ohio. Filed December 17, 1919. Serial No. 126,201. Published March 14, 1922.

"SURE-NUFF" cow feed. William J. Lawther, Dallas, Texas. Filed August 20, 1921. Serial No. 151,992. Published March 14, 1922.

"SPERRY FLOUR CO. 'SURE PORK'" stock food. Sperry Flour Company, San Francisco, Calif. Filed May 25, 1921. Serial No. 148,247. Published and registered March 21, 1922.

HAY SITUATION IN ST. LOUIS MARKET

BY S. F. LARRIMORE

Due to the continuous rains throughout the hay territory tributary to the St. Louis market, very little hay was loaded, and recent receipts have been very light. Timothy and Clover Mixed of good quality have constituted the principal arrivals. The Timothy market is very strong under continuous scant offerings and an unsupplied local demand for the better grades, which are being readily absorbed on arrival at full quotations. There is also an exceedingly good demand for sound No. 2 Timothy at steady prices. A shipping inquiry has been noticed the past few days, and this is good news for the hay interests. No doubt the South and Southwest will be in the market for liberal supplies of hay. This is a very opportune time to make hay shipments to the St. Louis market.

Light Clover Mixed is steady on good No. 1,

which is in excellent local demand. Heavy Clover Mixed hay is quiet but steady, with a fair demand for good No. 1 Bright Heavy Clover Mixed, though Dark Heavy Clover Mixed is in liberal supply and dull. Pure Clover hay is scarce and in demand. The market is in excellent shape for the shipment of good Pure Clover.

The Alfalfa hay situation is very satisfactory, there being an excellent local demand for good No. 1 to Choice Leafy Alfalfa, suitable for the dairy trade. The medium and lower grades are in more than liberal supply and are quiet. The present time presents an excellent opportunity to market Alfalfa hay, as there will undoubtedly be lower hay prices later on. New hay from New Mexico will be in the St. Louis market soon. The Prairie hay market is firm, offerings are light, with a good demand for No. 1 prairie at steady prices.

The following prices are fairly indicative of the hay valuations in the St. Louis market at the time of writing: No. 1 Timothy \$24@25; Standard \$22@23, No. 2 \$19@21, No. 3 \$16@18; Light Clover Mixed No. 1 \$21@22; No. 2 \$19@20; Heavy Clover Mixed No. 1 \$20@21; No. 2 \$18@19; Pure Clover No. 1 \$24@25; No. 2 \$20@21; Choice Leafy Alfalfa \$27@28; No. 1 Leafy \$25@26; No. 1 Milling \$23@24; Standard \$20@21; No. 2 \$18@19; Prairie Hay Choice \$17, and No. 1 \$15@16.

A new feed store is to be opened at Monona, Iowa, by Paul Schofield.

A feed store has been opened by Harold & Hardy of Clarksburg, W. Va.

A feed business is to be conducted at Kennett, Mo., by Sexton & Sons.

A new feed mill is being erected at East Ellsworth, Wis., by George Heacox.

The Dixie Flour, Feed & Fuel Company, of Hamilton, Ohio, has been incorporated.

A feed mill costing \$25,000 is to be erected at Fergus Falls, Minn., by O. J. Fessen.

A feed and seed business is to be conducted at Wahoo, Neb., for Charles H. Johnson.

Luther N. Bells is manager of the Oglesby Feed Store Company's plant at Conway, Ark.

All kinds of feed and a line of flour are to be handled by J. H. Melton, of Unionville, Mo.

B. F. Huff has opened a feed business at Payette, Idaho, under the name of the Cash Feed Store.

The feed business of the Morrison Bros. at South Vineland, N. J., has been discontinued by them.

A feed and flour business has been opened at Quenemo, Kan., for the Quenemo Feed Company.

The Rohrman Feed Store at Hutchinson, Kan., has been purchased by W. D. Kennedy of Arlington.

Sturges & Co., manufacturers of mixed feeds, are remodeling their big warehouse at Meridian, Miss.

A general feed mill has been installed at Oswego, Kan., by C. L. Hamilton. He will do custom grinding.

Capitalized at \$150,000, the Caldwell Feed & Milling Company, Ltd., has been incorporated at Dundas, Ont.

A feed grinding mill has been established at Ordway, Colo., by B. F. Davis. He will grind feed and grain.

A mixed feed manufacturing plant is to be erected at Crystal Springs, Miss., for the farmers of that vicinity.

The Clifford warehouse at Bemidji, Minn., has been purchased by O. C. Temple. He will handle feed and flour.

A feed mill is to be erected at Hannibal, Wis., by L. D. Crane, who operates a feed and flour mill at Stanley, Wis.

W. H. Burch & Son, of Thomasville, Ga., operating a grain elevator there has started the manufacture of chicken feed.

The plant of the Western Hay & Grain Company at Los Angeles, Calif., is being enlarged. G. McDowell is manager.

An interest in the feed and milling business of C. A. Tofte & Son at Stoughton, Wis., has been purchased by Thomas Joitel.

A building at Spring Green, Wis., has been purchased by H. Marcus & Son. They will install a feed mill in this building.

D. Howard and G. Bosshin have incorporated at Youngstown, Ohio, as the D. H. Owen Feed Company. Its capital stock is \$10,000.

S. F. Penfield's interest in the firm of H. D. Archer & Co., feed dealers of Andes, N. Y., has been purchased by Harry D. Archer.

The Teske Flour & Feed Company of Davenport, Iowa, has purchased the property of the Moline Flour & Feed Company at Moline, Ill.

G. E. Anderson recently concluded the purchase of Ed. Shult's feed store at Ortonville, Minn., known as the Lakeview Feed & Mill Company.

A new wholesale feed company has started in operation at Gadsden, Ala., as the Alabama Feed

Stores Company. Everett Lay is manager and proprietor. The firm will carry a full line of hay, feed-stuffs and grain.

A hay and general farm produce business is to be conducted at Amsterdam, N. Y. by DeGraff & Bennett which was recently organized there.

The Minneapolis office of the Commercial Feed Company has been closed. This company is controlled by the Arcady Farm Milling Company.

The Rasch-Upmore Company was organized at Louisville, Ky., to handle millfeeds. Robert Rasch and Joseph Upmore are interested in the firm.

A Stuart, Neb., office has been opened by C. J. Milligan & Son, hay merchants of Sioux City, Iowa. It will be under the direction of Mr. Robbins.

A new building has been completed at Hagerstown, Md., for the Howard Bros., feed dealers, in which they will house their growing business.

A partnership has been formed at Baraboo, Wis., by Floyd Carpenter and S. E. Wakefield as the Murphy & Co. They will buy and sell flour and feed.

The interest of Mr. Dewell in the Thompson & Dewell Feed Store at Windham, N. Y., has been purchased by H. B. Thompson. Improvements will be made.

The Harper Hay & Grain Company has been incorporated to operate at Seattle, Wash. W. H. Bolen, George C. Harper and Ava S. Harper are interested.

S. D. Sanders, L. G. Swinney, Cyrus W. Shaffner and G. S. Ford have incorporated at Tacoma, Wash., as the Washington Feed Association. It is capitalized at \$20,000.

The feed business of the Albion Farmers Elevator Company at Albion, Iowa, is to be enlarged and storage house is to be built. D. S. Collins is president of the company.

O. W. Rechsteiner, H. E. Rechsteiner, Max Schwendeman and others have incorporated at Salem, Ohio, as the Purity Feed Company. Its capital stock is \$10,000.

The feed and flour business of D. C. Osborne, at Petoskey, Mich., has been sold by him to Frank Grule & Sons, who will consolidate the stock with their own in the same line.

The Spencer implement and feed store at Philipsburg, Mont., has been purchased by Robert D. Metcalf. The name of the business has been changed to the M. & D. Grain Company.

A modern feed mill has been installed by C. L. Hamilton on his Evergreen Dairy Farm near Oswego, Kan. He will grind Alfalfa meal, cornmeal and corn, chops and millfeeds.

The feed and fuel business of F. A. Helton at Ocean Park, Calif., has been purchased by Bosio & Bovero. A full line of feed, fuel, seeds, and poultry supplies is to be carried.

A new concrete building costing \$30,000 is to be erected at Ontario, Calif., for the Ontario Feed & Fuel Company. Grinding machinery of three tons' capacity per day is to be installed.

A branch office has been opened at Duluth, Minn., by the Union Hay Company. The company will carry on a carlot business in grain, hay and mill-stuffs. S. A. Tessman is local manager.

The Oregon Grain Company has taken over the Standard Feed Company at Tillamook, Ore. H. A. Thiessan is president of the company. The firm has warehouses at Turner, Dallas and Amesville.

The name of the Lawrence & Harden Company at Sussex, N. J., has been changed to the Consolidated Feed, Coal & Lumber Company. It is an old established firm and has a branch store at Pelletstown, N. J.

To conduct a feed and flour business, the McDonald Flour & Feed Company has been incorporated at Fort Dodge, Iowa, capitalized at \$30,000. O. C. Plaff is president; B. P. Larson, vice-president and secretary-treasurer.

To buy and sell and manufacture all kinds of feed, flour, etc., the Kotvis Bros. Company has been incorporated at Milwaukee, Wis. Its capital stock is \$64,000. David Kotvis, Peter Kotvis and Charles M. Tronsen are interested.

A corn and Alfalfa milling plant is to be erected at Fremont, Neb., for the company operating as the Alfalfa Corn Products Manufacturing Company. Its capacity will be 20,000 tons annually. H. F. Fredrickson is interested in the venture.

The Capital Feed Manufacturing Company of Baton Rouge, La., has been incorporated and will erect a two-story building and install machinery with daily output of 40 tons stock, poultry and other feeds. A. M. Perkins is president; L. S. Doherty, vice-president, treasurer and manager; and S. B. Walsh, secretary.

The hay warehouse and elevator at St. Louis, Mo., formerly owned by the Saeger Estate have been purchased by the Schwartz Bros. Feed Company of St. Louis which is composed of Stephen and Samuel Schwartz. The plant was formerly occupied by J. R. Lacy & Co., a feed concern. It is equipped to handle and reclaim 40,000 bushels grain.

COAL

EDUCATIONAL ADVERTISING

What is said to be the first purely educational advertising campaign carried on by a local coal merchant, was conducted by the Central New Jersey Coal Exchange, Elizabeth, N. J.

The company realizes the need of letting the public know something of the retail coal merchant's problems, and in order to reach the individual purchaser is using large space in newspapers of that vicinity.

The advertisements, which occupy space three columns wide by 12 inches deep, appeared three times a week in the daily papers and once a week in the weeklies. An occasional advertisement was also published in a New York daily for the purpose of reaching the commuting element. The advertisements were given uniform typographical display in all papers and each carried an illustration appropriate to the subject matter.

Misleading statements made at a recent legislative investigation are responsible in part for the campaign, although the members of the Exchange had discussed the matter tentatively before the inquiry was started. Charges had been made that the Exchange was a price-fixing organization and that its members were selling coal at unduly high prices. These were aired at a grand jury investigation last June and the Exchange was completely exonerated. After disposing of this matter, the Exchange has gone directly, specifically and definitely into the question of retailers' profits.

THE COAL MARKET

On Saturday, April 8, *The Black Diamond*, for more than 30 years an official publication of the coal industry, in reviewing the coal markets for the week, stated:

Interest in the coal trade this week has been centered in the strike which began on April 1 and this apparently has detracted the attention of the trade from their future requirements, which have been taken care of for the next one or two months. Stocks in the hands of the trade, on track and held in reserve by consumers, appear to be ample to take care of necessities in the next 60 days and public utilities have supplies estimated to last for three months.

In the anthracite district production has ceased with the closing of the mines by the strike, but no alarm is felt concerning the future in view of the amplitude of stocks on hand, and there has been no change in quotations, although a firmer undertone is noted in the Pittsburgh district. Consumers early supplied their future necessities and business this week has been moderate. The revival in the steel industry improved the outlook for business in the future.

Seaboard markets were inactive generally. New York has a moderate demand for anthracite, but there was little doing in bituminous and loadings were chiefly for utilities, and stocks of all varieties are believed to be sufficient for 40 to 60 days. In Philadelphia, operating companies ceased taking orders from retail dealers when their tonnage was booked up to Friday. Consumers are well fortified for the future and indicated no interest in offerings. Boston said there was no indication of the influence of the strike, as offerings were ample and prices easy, and Baltimore quotations were unchanged, and there was no betterment in inquiries.

The export and bunker market was unruffled by the strike, there was improvement in inquiry and the trade was well supplied. Houses with British connections announced their readiness to import English coal if necessary.

SUBSTITUTE FOR ANTHRACITE NEEDED

George Otis Smith, director of the Bureau of Mines, said recently, in discussing the anthracite industry: "Something must be done to provide substitutes for anthracite coal and done at once. The anthracite mines must be kept working without interruption. Their entire output is needed and the tonnage once lost can never be made up.

"The rising cost of production must be offset by economies in the wholesale and retail distribution of the product as well as in its utilization.

"We have grown so accustomed to anthracite in the United States that we do not realize how uncommon a fuel it is. The only production outside of America consists of a few million tons in England and South Russia and a very little in France, Spain, Canada and far-away China. The output of all those countries combined now amounts to only a tenth of that of the United States. This means that most of the civilized world burns for household use either lump bituminous coal, coke or briquets.

"Even in the United States we must recognize that the maximum rate of anthracite production has already been reached and the most we can hope

for is to maintain something like the present annual rate of output—90,000,000 short tons a year. In 1913, for example, the shipments outside the anthracite region—what may be called the commercial production—of the prepared sizes, including pea coal, amounted to 58,000,000 net tons. In 1919 the shipments of the same sizes amounted to only 56,000,000 tons and though completed figures for 1920 are not yet available the record for the year was only a little better than that of 1919. Yet, in the meantime the population to be served was steadily increasing.

"To take care of the increasing demand the anthracite operators have very properly sought to persuade consumers to buy the smaller sizes for domestic use. In this way they have gradually induced householders to burn pea coal, formerly considered one of the steam sizes, and now that pea is accepted as one of the prepared sizes, regularly carried by the retail merchant the producers are seeking to popularize the next smaller size, No. 1 Buckwheat. Buckwheat has already been adopted by most of the larger apartment houses in Eastern cities and no doubt still more of it will in time be used by the householders. To increase further the supply the rivers of the anthracite region are being dredged for accumulations of coal washed down from the mines and the old culm banks are being reworked to obtain small quantities of domestic coal and larger quantities of steam sizes."

CLEARING AN ISSUE

In a special bulletin published under the name of the "Coal Crisis", C. E. Leshner, editor of *Coal Age*, says that bituminous coal operators are willing to confer on wages. He goes on to say:

"In any discussion of the coal situation care must be taken to differentiate between the anthracite and bituminous branches of the industry.

"Anthracite mine workers have demanded substantial increases in their wage scale and working conditions which would still farther increase the already high cost of operating the mines. Anthracite operators and miners have been holding a series of conferences in an attempt to negotiate a satisfactory agreement.

"The anthracite industry is thoroughly unionized. "Union bituminous coal miners demand the maintenance of the high wage scale which was agreed upon in 1920 when living costs were at the peak. There was a national wage agreement.

"Operators of unionized bituminous coal mines hold that these wages are not warranted by present conditions. They seek a reduction which will enable them to sell coal at prices which the public can afford to pay.

"They are opposed to a national wage agreement as inimical to the interests of themselves, the miners and the public.

"The bituminous coal mines are about two-thirds unionized.

"In the event of a prolonged strike of the coal mines, consumers have an average of 40 days' supply of coal on hand. This with the output of the non-union bituminous coal mines, will take care of the country's requirements at the present rate of consumption for a considerable period."

Continuing, Mr. Leshner says that the charges made by the United Mine Workers of America that the bituminous coal operators refused to meet with them and in so doing have been guilty of breach of contract are false. There was a clause in the contract signed in March 1920 which stipulated that prior to April 1, 1922 representatives of the operators and miners should meet to fix the time and place for a conference to negotiate a new wage contract. Its purpose was merely to initiate steps to bring the two parties together in conference. This year two groups of operators decided that they no longer wished to participate in such a meeting, but both expressed their willingness to attend any wage conference at any time. They proposed to

meet the miners employed in their respective fields and work out wage contracts which would suit the conditions prevailing in those fields.

The operators can see no good in a four state agreement, inasmuch as conditions have changed. Consequently they hold that they must be free to negotiate their working agreements with the men of their own fields regardless of what may be done in other districts.

There is a legal aspect to the four state agreement about which little has been said, but which presents, in the minds of western Pennsylvania and southern Ohio operators, an effective barrier to the negotiation of another Central Competitive Field agreement. After the agreement was signed in 1920 the Federal grand jury indicted 226 operators and mine workers' officials on the ground that the four state agreements constituted a conspiracy under the Sherman Law.

The miners' unions in both anthracite and bituminous industries agreed that should new wage contracts not be agreed upon before April 1 the union miners would cease work.

"It is apparent, therefore," says Mr. Leshner, "that the disagreement is not a question of procedure. It is entirely a question of wages."

A retail coal and grain business is to be conducted at Gifford, Iowa, by H. C. Moore.

The coal and grain business of Leo F. Aleshire located at Bowlsville, Ohio, have been purchased by Henry Gainer.

Dodge & Ernhout have sold their retail coal and feed business at Monticello, N. Y., to Frank M. Merritt of Woodburne.

Storage bins are to be built at Randolph, Ill., for the Randolph Co-operative Grain Company which will hereafter handle coal.

The coal business and grain elevator of the William Kortter Company at Burke, S. D., have been purchased by the Frescoln Bros.

The coal and elevator business of the Bowen Bros. at Crete (Lynn p. o.), Ind., has been purchased by the Crete Elevator Company.

The Carnarvon, Iowa, coal business and grain elevator of the Stoelk Bros., have been purchased by the Wentz Grain Company of Lake City.

New coal bins have been completed at Roosevelt, Okla., for the Farmers Co-operative Association. It is also contemplating the erection of a new warehouse.

The coal sheds and warehouses of the Wyoming Mill & Elevator Company at Cheyenne, Wyo., have been purchased by the Farmers Elevator & Milling Company.

To deal in fuel, feeds, and ice, the Home City Fuel Company was incorporated at Springfield, Mass., capitalized at \$5,000. L. B. Pheeny, Gertrude H. Conley and M. D. R. Collins are interested.

A series of 12 new coal bins are to be erected at Hutchinson, Kan., for the Eastside Coal & Feed Company, which when completed, will give them storage capacity for 24 carloads of coal. Ray Shannon is owner.

The local coal business and grain elevator at Geneva, Ind., of the Geneva Elevator Company owned by the Berne Hay & Grain Company of Berne, Ind., have been purchased by Nathan Shepherd and his son, Clarence.

THE Montana Farming Corporation has planted 1,000 acres of wheat in rows 24 inches apart, which will be cultivated like corn during the growing season. This will be an interesting experiment on a scale that will command world wide attention.

AMERICANS are apparently eating less bread than formerly. During the fiscal year ending June 30, 1921, we ate 200,000,000 bushels less wheat than in the year before. The decrease in home baking is probably one of the causes.

The Matthew Addy Co.

CINCINNATI, OHIO

Selling Agents

WEST VIRGINIA
TENNESSEE
ILLINOIS

INDIANA

KENTUCKY
OHIO
PENNSYLVANIA

Smokeless, By-product, Domestic, Steam Smithing



COKE

Foundry, Furnace, Domestic—from all fields

BRANCH OFFICES

New York
Philadelphia

St. Louis
Chicago

Minneapolis
Toledo

Quality—Service—Finance—100 Per Cent

FIELD SEEDS

(Continued from Page 744)

half of March business in the seed market was quiet and inactive with prices generally speaking steady for most seeds and the only increases in prices in such lines as Red Clover, Alfalfa, Kentucky Bluegrass and Golden Millet. A better demand is reported for Red Clover than for Alsike Clover and there is quite a spread of prices between the two.

Imports for the first half of March consisted of 456,000 pounds of Red Clover from France, Germany and Chile; 165,000 pounds of Crimson Clover from Germany and Belgium and 11,000 pounds of White Clover from Germany.

The official market also says that Alfalfa continues in good demand especially for the better grades. There was also a considerable export movement of Timothy to Great Britain, Germany and Norway. It is expected that the export demand for Timothy will continue for several more weeks.

The state department of agriculture at Madison has set the standard for germination of vegetable seeds for 1922 as required under the authority given by the legislature. This law provides that any seeds in packets which germinate more than 5 per cent below the standard fixed for that particular kind of seed must be labeled with the actual germination tests of the seed contained.

Wisconsin is reported as being in a fair way of growing all of the Alfalfa seed that it needs in the course of a few years, according to Henry Michels of Fond du Lac. He declares that the Wisconsin Alfalfa seed is a decided success and that the state produced no less than 10,000 bushels of choice Alfalfa seed in the past season, of which more than 5,000 bushels were raised in Fond du Lac County.

Prof. R. A. Moore of the Agronomy Department of the College of Agriculture at Madison strongly recommends the Wisconsin grown Alfalfa seed and says that though the home grown seed is somewhat smaller than the western seed, the germination is very high so that farmers can sow less of this seed and till get an excellent stand. The seed is also about half as expensive as the western seed.

Henry Lunz of the State Division of Seed and Weed Control says that experience has shown from the college of agriculture and by practical farmers that there is little difference in the hardness of strains of common Alfalfa grown from seed originating in Dakota, Montana, Idaho, Kansas and Nebraska. He declared that tests showed that the seed grown in the Southwest is somewhat more likely to winter kill. It is therefore a waste of money, he believes, to pay fancy prices for the Montana seed in preference to other northern grown seeds. Grimm Alfalfa is declared by Mr. Lunz as somewhat harder than other varieties. He asserts that the seed should be bought if possible as sealed in the original bags, to be sure of its genuineness. The sealed seed is usually sold by special Grimm Seed Growers Associations.

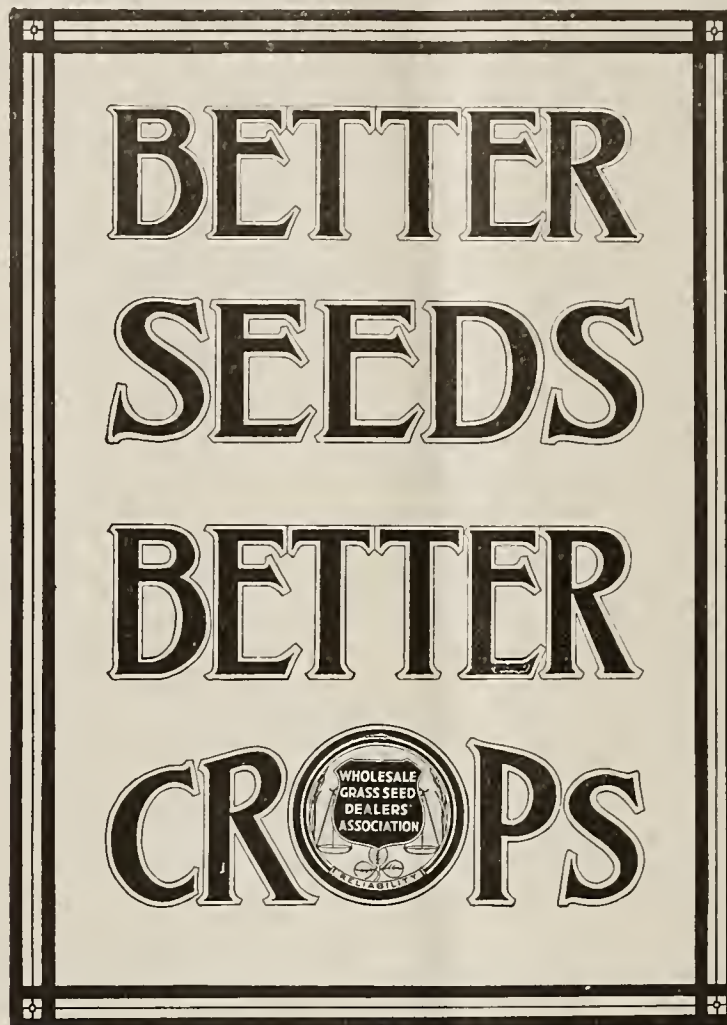
Wisconsin seed corn is growing well in Egypt, according to Prof. R. A. Moore of the Wisconsin College of Agriculture. A second order of several bushels of Silver King seed has just been shipped to R. H. Forbes, secretary of the Sultanic Agricultural Society of Cairo, Egypt. Mr. Forbes says the Wisconsin Silver King is the best of five or six leading varieties. Last year it yielded 74 bushels an acre in 102 days in the Nile Valley. The experiment station is shipping seed corn to Canada, Japan, China, Brazil and the Argentine Republic.

The extravagant statements regarding Hubam

Clover have not been borne out by the last three years of experiments at the College of Agriculture, says Prof. R. A. Moore. Prof. Moore says that high prices for the seeds are not warranted and that the same disappointing results have been obtained at similar experiment stations in Ohio, Missouri and North Dakota. Prof. Moore says Hubam will not compare with common Clover and Alfalfa as a forage crop for Wisconsin.

The market for Red Clover is a little softer but

it is still difficult to get the high grade seeds at the prices paid last month, says the Milwaukee Seed Company. The company is paying on the basis of \$20 to \$23 per hundredweight for Red Clover. Alsike Clover is quoted by the Milwaukee company at \$16 to \$18 per 100 pounds and the high grade Alsikes are said to be fairly well used up. The Timothy market is reported as a little softer and the company reports it is now able to buy Timothy from \$5.75 to \$6 per hundredweight. The Al-



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alfalfa market is reported stronger and the company is paying \$18 to \$20 for northwestern grown seed. The stocks of Montana Alfalfa in this territory are said to be exhausted. The Milwaukee Seed Company says there is quite a demand in Wisconsin for White Blossom Sweet Clover which is selling from \$9 to \$10 per 100 pounds.

The Courteen Seed Company reports that business has been very good up to the last week when the excessive rains put roads in wretched condition and largely cut down the buying of seed. A lively trade however is looked for for at least three or four weeks this spring. Demand for Red Clover and Alsike is reported as light with Red quoted at \$21 to \$23. Alsike sells from \$15 to \$19 and there is a good call for Timothy at \$5.50 to \$6.50. Kansas Alfalfa is quoted at \$18 to \$19 and White Blossom Sweet Clover at \$7.50 to \$8.50.

The Kellogg Seed Company also reports little buying of seeds, largely because of the impassable conditions of the country roads. A spring rush is looked for just as soon as the roads dry up which is expected soon. The Kellogg Company quotes Red Clover at \$22 to \$24.50, Alsike at \$17 to \$19.50, Timothy at \$5.75 to \$6.50, Alfalfa at \$17.50 to \$21 and White Blossom Sweet Clover at \$8 to \$9.

A lull in the seed trade is expected at this time of the year says the North American Seed Company, but bad weather has still further served to cut down the volume of sales. A big demand is looked for in the next four weeks, or as soon as the roads get back into good condition. Red Clover is reported easier with prices at \$22 to \$24, Alsike is said to be steady at \$16 to \$18, Timothy is reported weaker at \$6 to \$6.75 and an excellent demand is reported for high grade Alfalfa at \$18 to \$21.

The L. Teweles Seed Company says that the secret of the dullness in the seed trade is the big spring thaw which makes the roads hard to navigate and the fields too wet to plow. The company believes however that there is big latent seed demand and that it will soon be expressed in a big rush of buying. This rush, it is said, is likely to last a month or more. Red Clover is quoted at \$20 to \$25, the market being lower; Alsike is ruling at \$17 to \$20, while Timothy sells at \$5 to \$6.50. Alfalfa is reported firm at \$19 to \$21 and a good demand is apparent for White Blossom Sweet Clover at \$7 to \$8.50.

Flax seed crushers and growers in Wisconsin are agitating for a higher tariff, especially on the linseed oil. The tariff is 30 cents a bushel on flax and 10 cents a gallon on oil. Thousands of gallons of oil are being imported and the crushers say this will kill the business for the flax grower as well as the crusher if the tariff on oil is not raised. An attempt will be made to get Congress to act and give linseed oil additional protection so that the industry can be again put on a sound profit basis.

E. M. Essex has purchased the seed business of E. M. Gashaw at Beatrice, Neb.

Capitalized at \$25,000, the Marshall Seed Company has been incorporated at Marshall, Mo.

A wholesale seed business has been opened at Weeping Water, Neb., by the Johnson Bros.

J. A. Simmons is conducting a field and garden seed, feedstuffs, and grocery business as Eastman, Ga.

An addition is to be built this summer to the plant of J. M. Schultz, seed dealer at Teutopolis, Ill. It will be of concrete and brick.

A new seed firm is to be organized at Des Moines, Iowa, by I. D. Kooker as the Grain Belt Seed Company. It will handle seeds of all kinds.

S. L. Wauchope, J. G. Adams and Cora Adams have incorporated at Shawnee, Okla., as the Central Seed Company. Its capital stock is \$5,000.

C. A. Harper, and his daughter, Katherin, have sold the Harper Seed Company at Goshen, Ind., to C. F. Troyer. Possession is to be given May 1.

Bennett, King & Leighton have purchased the seed business of Paul Keyser at San Francisco, Calif. They will conduct it with no change in business policy whatever.

Extensive improvements are being made to the retail store of the Mesa Seed & Feed Company of Mesa, Ariz. The firm carries a large stock of seeds and poultry supplies.

The Millers Seed Company has been incorporated at St. Paul, Minn., a capitalized at \$10,000. The incorporators of the firm are: S. Anderson, J. L. Johnson and William B. Miller.

The business of the Bomberger Seed Company of Modesto, and Fresno, Calif., has been purchased by the San Joaquin Seed Company of Modesto, Calif. E. J. Lyng is now a member of the San Joaquin company.

The capital stock of Hardin-Creekmore Company, Jellico, Tenn., has been increased from \$10,000 to \$40,000. The name of the company has been changed to M. G. Hardin & Co. Seed, fruit and produce are handled by the firm.

J. E. Bryson has retired from the Bryson-Holcombe Seed Company of Greenville, N. C., and his

interest in the firm has been bought by the Holcombe brothers. A. C. Hattaway is also connected with the firm which has been organized.

A new retail store has been opened at Rochester, N. Y., by James Vick's Sons. For years the company has been conducting a business in seed, plant, bulb, and garden appliances at Rochester.

All kinds of seeds, including field and garden varieties, are to be handled by M. H. Barnett and H. L. Cofer who for some time have been conducting a sweet potato business at Washington, Ga.

An interest in the seed and grocery store of J. Briggs at Baraboo, Wis., has been purchased by W. I. Cole. A feed department will be installed, a full line of feeds handled under the direction of Mr. Cole.

A petition in bankruptcy has been filed by F. M. Fairbanks & Co., feed, grain and flour dealers of Seattle, Wash. Liabilities \$22,210; assets \$50.

An involuntary petition in bankruptcy has been filed against E. L. Welch & Co., grain commission merchants of Minneapolis. It was filed by three country grain shippers, creditors of the firm.

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ORDER OF CARS

Out of 2,275,058 freight cars on line as of March 15, 330,388, or 14.5 per cent, were in bad order as compared with 14.7 per cent on March 1, according to a bulletin issued by the car service division of the American Railway Association.

Box cars in bad order numbered 154,499 or 15.1 per cent as against 15.3 per cent on March 1; refrigerator cars in bad order numbered 7,940 or 13.2 per cent against 13.5 per cent March 1; gondola cars in bad order numbered 142,393 or 14.9 per cent as against 15 per cent on March 1; stock cars in bad order numbered 10,014 or 12.1 per cent as against 12.2 per cent on March 1; flat cars in bad order numbered 12,354 or 12.5 per cent as against 12 per cent March 1.

REVENUE FREIGHT LOADING

Revenue freight loading increased to 846,035 cars the week ended March 25, according to the weekly statement of the car service division of the American Railway Association. The loading in the preceding week was 823,369 cars. In the corresponding weeks of 1921 and 1920 the loadings were 686,567 and 895,386, respectively.

As compared with the week preceding that ended March 25 increases were shown in the loading of coal, coke, forest products, merchandise, L. C. L., and miscellaneous. Loading for all roads in the week ended March 25 and the corresponding week of 1921 was as follows: Grain and grain products, 38,066 and 33,329; live stock, 25,958 and 24,706; coal, 204,586 and 121,379; coke, 8,676 and 5,258; forest products, 54,814 and 48,743; ore, 5,282 and 6,455; merchandise, L. C. L., 239,846 and 213,009; miscellaneous, 268,807 and 233,688; total, 1922, 846,035; 1921, 686,567; 1920, 895,386.

REOPENING OF GRAIN CASE

On representations made by members of the Illinois delegation in Congress to Chairman McChord, the Commission called a hearing April 10, in Chicago, on the application of the Illinois Commission for a modification of the order in the western grain rate case so as have the whole of Illinois receive the benefit of the order in that case. The delegation acted on a wired request from the Illinois Commission. That body wired when the Commission canceled the hearing for March 24. That cancellation was made because the railroads, after the hearing for that day was called, filed an application for the removal of the whole of Illinois from the scope of the order in the grain case. The Commission will probably reopen the grain case and set down the railroad application for hearing with that of the state commission.

Respondents in No. 12929, interstate rates on grain, grain products and hay, in carloads, between points in western and mountain-Pacific groups, commonly known as the western grain case, have asked the Commission to modify its order in that case as to the eastern boundary line of the western group as defined therein. The boundary line as defined in the Commission's order in No. 12929, the

carriers said, resulted in innumerable tariff complications and also caused a number of fourth section violations, because the state of Illinois was split into two parts, the rates from the western part being reduced while the rates from the eastern part remained the same. The carriers specifically asked the Commission to modify its order in No. 12929, so that the same boundary lines as were prescribed by the Commission in its report and order in Ex Parte 74, 58 I. C. C. 220, as modified by its supplemental order in that case, 58 I. C. C. 302, would be observed.

KANSAS RATE ORDER VACATED

The commission, April 3, vacated its order of December 13, 1921, prescribing intrastate rates, fares and charges in Kansas (No. 11916), says the *Traffic World*. This action was taken following notification that the Kansas Public Utilities Commission, on April 1, had vacated its orders prescribing intrastate rates lower than those prescribed by the Commission. The Commission made its order effective at once. It is expected that a similar order will be made as to Illinois. It is understood that Indiana is also preparing to set aside its orders prescribing intrastate rates lower than those fixed by the Commission.

After setting forth the situation in Kansas the Commission said:

It further appearing that, by order entered April 1, 1922, the Public Utilities Commission of the state of Kansas, successor in jurisdiction to said Court of Industrial Relations, has vacated and set aside the aforesaid order of October 9, 1920, and that the increased intrastate rates, fares and charges, prescribed by and established pursuant to the aforesaid orders heretofore entered by this commission, will, if said orders of this commission are vacated continue in effect as the law fully established and applicable intrastate rates, fares and charges, unless and until changed by further affirmative order of the competent authority of said state, it is ordered that the aforesaid orders heretofore entered in the above entitled proceeding be and they are hereby vacated and set aside effective from and after this date, and that said proceeding be discontinued.

USE OF OLD BILLS OF LADING

The commission is receiving an unusually large number of communications in regard to the time, after March 15, in which the old forms of the bill of lading may be used. Broadly speaking, the writers seem to have the impression that the Commission has fixed July 1 as the day beyond which the old forms may not be used. That is erroneous. The Commission has established no time limit. The railroads said they would continue to sign old form bills of lading, presented by shippers, when properly stamped to indicate that the terms of the new form prescribed by the Commission would apply, to the end of June.

The Commission, February 1, said it could not do more than approve or disapprove a time limit, if one should be proposed by the railroads. The latter, after consultation with the Commission, came to the conclusion that July 1 would be a good time to begin using new forms, hence their limitation. The Commission could not require them to give even a day for continuing the use of the old

forms. In its announcement, it indicated that, inasmuch as questions raised by its order seemed likely to reach the courts, it would be advisable to have the record in such prospective cases kept straight to the extent, at least, of having presented to them the questions that might be raised by the changes in the terms and conditions required by the order of the Commission, and not questions as to what was the liability of a carrier created by some document other than one made in accordance with its order.

It is regarded as unlikely that the railroads will agree to an extension of the time in which the old forms will be accepted by them, from shippers, as proper documents for them to sign. They fought the case as hard as they could but they regard the Commission phase of the case as complete and think that full compliance with the order should be not delayed beyond July 1.

LOSS AND DAMAGE CLAIMS

The Railroad Administration, through J. P. Shea, has stirred up those who specialize in the handling of loss and damage claims by declining to give any attention to claims that are more than two years and one day old. Some of them had an idea that the two year and one day limitation would not apply to claims arising during Federal control. They had the idea that claims would not be barred until after February 28, 1922.

In a letter to J. E. Robinson, vice-president of the Associated Fruit Company, of Chicago, Mr. Shea advised that the claim on a shipment which moved in August, 1919, because the two year and one day period had elapsed. Mr. Robinson asked Mr. Shea if he might publish the declination, dated December 9. Mr. Shea said he might if he would call attention to Leigh Ellis & Company vs. Payne, as agent, 274 Federal, 443.

That case, decided by the United States court for the northern district of Georgia, had to do with a case in which the question was as to the liability of the carrier for shortage in weight of a specified number of bales of cotton. The original suit was dismissed because Leigh Ellis & Company had brought it in the wrong district. The suit on which Judge Sibley delivered an opinion was a renewal. Under a statute of Georgia, a suit brought for renewal purpose, is deemed to be within the statute of limitations, if the original was within the time. In other words, the failure of the complainant or plaintiff is not counted against him if he happens to go into the wrong court, or does something else that requires him to try again, if he is desirous of continuing the litigation.

In this case Judge Sibley said the plaintiff was wrong on both the technical law and the merits of the case. He sustained a demurrer filed in behalf of the Railroad Administration. But he was not satisfied with such a technical disposition of the case. He discussed it according to its merits.

The decision has not caused any commotion in the Commission because the Decker case decision was never thought to modify the terms of the contractual relations entered into prior to the effective date of the Decker case order directing that the bills of lading for the future provide that the two years and one day should date from the definite rejection of the claim for loss or damage, and not from the date of delivery, or two years from the time for delivery in case of failure to make delivery.

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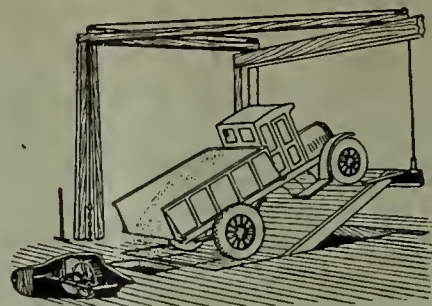


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Every Good Feature That Should
Be in a Dump Is in This

BIRD AUTO-TRUCK DUMP

INVESTIGATE all the
other truck dumps on the
market—learn about their good
features—then let us show you
the Bird Dump and in it you will
find every good feature of all
other dumps and a few more.

This may be a strong claim but
the Bird Dump in actual opera-
tion has proved every claim
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The Bird Auto-Truck Dump is
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installation. There is no com-
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making it possible to install a
“Bird” in old houses with very
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“Bird” is very low at the start
and it will give 100% service
year after year with practically
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If your house needs a new
dump, find out about the “Bird”
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The Strong-Scott Mfg. Co.

“Everything for Every Mill and Elevator”

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For many years the Standard
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